TRADE AND INDUSTRY

24 February 1972 Volume 6 No 8 10p

Exporting to Belgium— sources of assistance and information

Time limits for investment grants

Unit value and volume index numbers for December and year 1971

Industrial countries' trade and production in the third quarter of 1971

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As a result of the effect of power cuts on production, this issue of *Trade and Industry* has been reduced to 32 pages. A certain amount of regularly published material has therefore been held over or discarded. This month's *New Technology* is also restricted to four pages. Distribution of the Journal has also been delayed. We apologise to readers for any inconvenience.

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Exporting to Belgium—sources of assistance and information

By the Commercial Department of the British Embassy, Brussels

This article, the second on Belgian fairs, lists some publications and other sources of information about Belgium which are available to British businessmen, as well as some useful addresses.

Assistance to exporters

THE Commercial Department of the British Embassy (Britannia House, rue Joseph II, 28, 1040 Brussels, tel: 02/19.11.65, telex 23462) co-ordinates all the official export promotion activities in Belgium. There is also a small Commercial Section at the British Consulate-General, Frankrijklei 105, 2000 Antwerp (tel: 03/32.69.40).

The British Chamber of Commerce for Belgium and Luxembourg is at rue Joseph II, 30, 1040 Brussels (tel: 02/19.07.88).

General information

Hints to Businessmen visiting Belgium is published by the Department of Trade and Industry. Available free of charge to British firms from the Department of Trade and Industry, Export Services Division, Export House, 50 Ludgate Hill, London EC4M 7HU.

Market Intelligence Library, Hillgate House, 35 Old Bailey, London EC4 (tel: 248 5757, telex 886143) holds a comprehensive range of publications, statistical publications, trade directories; the library is open to visitors; inquiries by telephone and telex are accepted.

The Commercial Department of the British Embassy in Brussels also has a library in which it keeps a wide range of reference books concerning Belgian and United Kingdom matters. Visiting British businessmen are welcome to use the library.

Business briefing for Belgium published by the British Chamber of Commerce for Belgium and Luxembourg, rue Joseph II, 30 1040 Brussels, price Bf. 250 per copy.

The British Standards Institution, Technical Help to Exporters, Maylands Avenue, Hemel Hempstead, Herts (tel: 0442-2341, telex 82424) publish a series of digests listing the Belgian technical specifications applicable to different types of equipment, the Belgian regulatory organisations concerned and a summary description of the Belgian regulations and approval systems. Digests are available either through membership or by individual purchase covering domestic and commercial electrical equipment (ref. 11A); industrial electrical equipment (ref. 11B); electrical equipment for use in flammable atmospheres (ref. 11C); boilers and pressure vessels (ref. 505); cranes (ref. 1503); gas equipment (ref. 2010); buildings and general (ref. 2507A); buildings list of specifications and codes (ref. 2507B).

The Comité Belge de la Distribution A.S.B.L., rue St. Bernard 60, 1060 Bruxelles (tel.: 38.41.14) publish studies on the wholesale and retail distribution network in Belgium which are available on payment from the above address. The publications include: a study of household income and expenditure; a list of 2,000 addresses of retail stores in Belgium under the title *Repertoire de la distribution Belge*; a study of future developments in retail stores in Belgium, etc.

The Commercial Department of the British Embassy in Brussels has prepared digests on a number of subjects of which the following are available: Belgian Price-control Legislation; Legal provisions regarding the Termination of Agency Contracts; and Trade Literature in Belgium.

A description of the important Belgian department and multiple chain stores (*Guide to department and chain stores in Belgium*) is also available from Central Library LG30, Department of Trade and Industry, 1 Victoria Street, London, SW1. (tel: 01-222 7877, Ext. 3038).

The major Belgian banks publish regular bulletins giving general economic forecasts and information. The Kredietbank bulletin (published weekly) also contains full-length articles on Belgian economic sectors; recent bulletins have included articles on the carpet industry, computer service Bureaux, cosmetics, sugar confectionery, shopping centres, colour TV, shipbuilding, and the brick industry.

British representatives

The Confederation of British Industries has a representative in Belgium whose address is rue Joseph II, 30, 1040 Brussels (tel: 17.52.81).

The following British banks have branches in Brussels and Antwerp: Lloyds Bank (head office), rue Royale 2-4, 1000 Brussels (tel: 12.67.90); Westminster Foreign Bank (head

(*continued on page 312*)

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This article is one of a series dealing with aspects of overseas markets which are of continuing importance to Britain. The largest markets will be dealt with by more than one article. The next article in the series will deal with the market in Japan.

office), Treurenberg 2-4, 1000 Brussels (tel: 17.63.90); Barclays bank have a representative in Brussels at rue Joseph II, 30, 1040 Brussels (tel: 17.16.70).

Many British professional and service companies are established in Belgium. A list is available free of charge from the Commercial Department of the British Embassy giving names and addresses of British banks, building and civil engineering consultants, accountants, estate agents, market research and business consultants, solicitors, etc.

Belgian trade fairs

The article in *Trade and Industry* for February 17 gave a summary of those fairs likely to be of interest to British exporters. The Office Belge du Commerce Extérieur published a list giving dates and full details of Belgian trade fairs (*Liste des foires en Belgique* from OBCE, Services des Foires, Galeries Revenstein 4, 1000 Bruxelles). British firms wishing to explore the possibility of a Joint Venture participation at a Belgian fair should contact a regional office of the DTI or the Trade Fairs Promotions Branch in the first instance.

Investing in Belgium

The Belgian Embassy in London, 103 Eaton Square, London SW1, is able to give assistance to British firms seeking to invest in Belgium. The Belgian Ministry of Economic Affairs has a special office to assist foreign firms which are considering investing in Belgium. British firms in this position are advised to contact this office at an early stage in their planning; Ministry of Economic Affairs, Foreign Investment Service, Square de Meeûs 23, 1040 Bruxelles. The Foreign Investment Service publish a booklet entitled *Promotion of foreign investments in Belgium* giving brief details on regional investment incentives, training aids, exchange control and sources of capital. Available from the above address.

Business briefing for Belgium published by the British Chamber of Commerce (see above) contains much useful information. *Belgium—land of investments* published in English is available free of charge from the Banque de Bruxelles, rue de la Régence 2, 1000 Brussels. *Industrial investment in Belgium*, published in English, is available free of charge from Société Générale de Banque, Montagne du Parc, 1000 Bruxelles. *Why Belgium* is published in English by the Banque de Paris et des Pays-Bas, and obtainable from Mercatorfonds, rue de la Chaine 9, 2000 Antwerp (tel: 03/31.42.42, cost : 1,000 Bf).

The Commercial Department of the British Embassy in Brussels will be glad to assist British firms in tracking down useful sources of information and advice on the Belgian market. British firms which are seeking assessments of the potential for their export on the Belgian market or who are looking for agents in Belgium are asked to contact in the first instance a regional office of the Department of Trade and Industry or the DTI Export Services Division, since experience has shown that the Commercial Department can do a better job for such firms if all the relevant information they require is obtained first by the Department of Trade and Industry.

Reprints of 'T & I' articles

Reprints of *Trade and Industry* articles should be ordered within one week of publication from: Director of Publications (PI), HMSO, Atlantic House, Holborn Viaduct, London, EC1P 1BN. Reprints cost £3 for 250 copies of a page or part-page, plus 25p for each additional 125 copies; carriage extra.

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Time limits for applications for investment grant

Investment Grants Termination (No 2) Order 1972

SECTION 1 (6) of the Investment and Building Grants Act 1971, which received the Royal Assent on July 27, 1971, empowers the Secretary of State for Trade and Industry to specify by Order dates by which applications for investment grant must be made and to issue directions as to the form of such applications, the particulars they must contain and the documents which must accompany them. The Act precludes the payment of grant on applications not complying, or in the opinion of the Secretary of State not substantially complying, with any relevant direction.

On February 18 the Investment Grants Termination (No. 2) Order 1972 which was made on January 14, came into operation. This Order specifies further dates before which applications for investment grant in respect of expenditure incurred during previous periods must be made to the Department of Trade and Industry. Copies of the Order are available from HMSO price 3p.

The dates and periods in question are as follows:

EXPENDITURE INCURRED	DATE BEFORE WHICH APPLICATION MUST BE MADE
October 1, 1969–March 31, 1970	January 1, 1973
April 1, 1970–October 26, 1970	April 1, 1973
October 27, 1970–March 31, 1971	July 1, 1973
April 1, 1971–June 31, 1972	October 1, 1973

Direction under Section 1 (6) of the Investment and Building Grants Act 1971

The Secretary of State having by the Investment Grants Termination (No. 2) Order 1972 (SI 1972 No. 34) provided that applications for grant under Part I of the Industrial Development Act 1966 in respect of expenditure incurred during certain periods are to be made before certain dates therein specified and that such applications are to be made in such a form and manner and to contain such particulars and be accompanied by such documents as he may direct;

The Secretary of State hereby directs that applications to which the order applies:

(*a*) shall be made on such form available from any of the Investment Grants Offices of the Department of Trade and Industry bearing the number specified in the first column of Part I of the Annex to this direction as is appropriate to assets of the class to which the asset, in relation to which the application for grant is made, belongs, such classes being specified in relation to each form in the second column of Part I of the said Annex, and

(*b*) shall contain the particulars required by that form and by the explanatory note specified in the Annex to this direction as relating to that form, including the reports so required by an accountant having the qualifications set out in that explanatory note.

The Secretary of State hereby further directs that applications to which the order applies and which are in respect of expenditure incurred after October 26 1970–

(*a*) shall be accompanied by such form available from any of the Investment Grants Offices of the Department of Trade and Industry and bearing the number specified in the first column of Part II of the Annex to this direction as is appropriate to the said application, which shall contain the particulars required by that form and by the explanatory note specified in the Annex to this direction as relating to that form.

(*b*) Shall be accompanied by such documents as are required by the last mentioned form and explanatory notes.

Dated February 18, 1972

E. L. K. Sinclair
An assistant Secretary
Department of Trade and Industry

ANNEX PART 1 APPLICATION FORMS

Form No.	Asset	Explanatory Notes
IG/1	Plant and machinery provided for use in the manufacturing and ship repairing industries.	IG/1/A
IG/2	Plant and machinery provided for use in the construction industry.	IG/2/A
IG/3	Plant and machinery provided for use in the extractive industry	IG/3/A
IG/3(CS)	Plant and machinery provided for use in the extractive industry in an area designated by order in council under Section 1 of the Continental Shelf Act 1964.	IG/3(CS)/A
IG/4	Plant and machinery hired out for use in the manufacturing, ship repairing and extractive industries.	IG/4/A
IG/5	Plant and machinery provided for hiring out for use for construction purposes.	IG/5/A
IG/6	A computer for use by the applicant or hired out for a period of not less than three years.	IG/6/A
IG/7	A new ship.	IG/7/A
IG/8	A hovercraft provided for use by the applicant.	IG/8/A
IG/9	Mining works.	IG/9/A
IG/11	Plant and machinery provided for use in the manufacturing and ship repairing industries.*	IG/1/A
IG/12	Plant and machinery provided for use in the construction industry.*	IG/2/A
IG/13	Plant and machinery provided for use in the extractive industry.*	IG/3/A
IG/14	Plant and machinery hired out for use in the manufacturing, ship repairing and extractive industries.*	IG/4/A
IG/15	Plant and machinery provided for hiring out for use for construction purposes.*	IG/5/A
IG/16	A computer leased for periods of less than three years.	IG/16/A
IG/17	New parts for a ship.	IG/17/A
IG/18	A hovercraft hired out by the applicant.	IG/18/A
IG/20	Expenditure incurred in the production of a prototype for use in scientific research.	IG/20/A
IG/36	A computer.*	IG/6/A (amended)

*This form incorporates an undertaking for use when the asset has been disposed of before the application for grant is made.

PART II CONTRACT FORMS

Form No.	Asset	Explanatory Notes
IG/32	Particulars of Contract (Assets other than Ships)	IG/32/A
IG/33	Particulars of Contract (Ships)	IG/33/A

(*continued on next page*)

The Industrial Law Journal

The first issue of this new journal, which will be indispensable as a means of keeping up-to-date with every aspect of Industrial Law, will be available next month. Edited by Bob Hepple, the INDUSTRIAL LAW JOURNAL will be published four times a year and regular features will be Articles; Recent Legislation; Recent Cases (courts and tribunals); Arbitration, C.I.R. and Inquiry Practice; Social Security relating to Labour Law; and Reviews of Books and Reports.

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TIME LIMITS FOR APPLICATIONS FOR INVESTMENT GRANT

continued

Applicants should ensure that application to the Department of Trade and Industry is made on the latest version of the appropriate form and should note that reproductions of forms made by photo-copying or other processes will not be regarded by the Department as complying with the terms of the direction.

Notes

The Minister for Industry announced on February 12, 1971 in reply to a Question in the House of Commons his intention to set these time limits.

Full information to assist applicants in completing the forms prescribed in the direction is contained in the booklet 'Investment Grants: a Guide for Industry' and in explanatory notes issued with each form. Copies of the forms, explanatory notes and the booklet may be obtained from the Investment Grants Offices.

The addresses and telephone numbers of these offices and the area which they cover are as follows:

Location of offices	Area of which responsible
Department of Trade & Industry Investment Grants Office Colman House 71 Victoria Avenue, Southend-on-Sea SS2 6DU Tel. No. (0702) 41341 or 41362 Telex 99288	Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Dorset (Borough of Poole only), Essex, Hampshire (including the Isle of Wight), Hertfordshire, Huntingdonshire, Kent, London (Greater London Council Area), Norfolk, Oxfordshire Soke of Peterborough, Suffolk, Surrey, Sussex. The whole of Great Britain for claims in respect of computers, ships and hovercraft.
Department of Trade & Industry Investment Grants Office 24-26 Newport Road, Cardiff CF2 1SY Tel. No. (0222) 42611 Telex 49538	The whole of Wales and Monmouthshire; also Cornwall (including the Isles of Scilly), Derbyshire (except High Peak District), Devonshire, Dorset (except the Borough of Poole), Gloucestershire, Herefordshire, Leicestershire, Lincolnshire (Holland Kesteven and Lincoln County Borough), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Somerset, Staffordshire, Warwickshire, Wiltshire, Worcestershire.
Department of Trade & Industry Investment Grants Office St Peter's House Stanley Precinct Bootle 20, Lancashire L20 3LZ Tel. No. 051 922 4030 Telex 627162	Cheshire, Lancashire, the High Peak District of Derbyshire (the Borough of Buxton and Glossop, the Urban Districts of New Mills and Whaley Bridge, and the Rural District of Chapel-en-le-Frith). Also, all claims relating to mining and plant and machinery on the continental shelf.
Department of Trade & Industry Investment Grants Office West Precinct Town Centre, Billingham Tees-side TS23 2NF Tel. No. (0642) 553671 Telex 58608	Cumberland, Durham, Lincolnshire (Lindsey), Northumberland, Westmorland, Yorkshire.
Department of Trade & Industry Investment Grants Office Magnet House Waterloo Street Glasgow C2 Tel. No. 041 221 9833 Telex 77611	The whole of Scotland.

Industry will be given full notice both of the making of any further Order and of any further reduction in the interval of 18 months between the period in which expenditure is incurred and the final date for making application referred to in the last line of the table at the third paragraph.

DTI expands two factories in Wales

EXTENSIONS to Department of Trade and Industry factories in Wales were announced by Mr. Peter Thomas, Secretary of State for Wales, on February 11. One is a 5,000 sq. ft. extension to the DTI factory at Lampeter, Cardiganshire, occupied by Slimma (Wales) Ltd. The second is an extension to the 25,000 sq. ft. factory occupied by Kayanson Engineers Ltd. at Newbridge Road, Pontllanfraith, Mon. in the Special Development Area.

Slimma (Wales) Ltd. are manufacturers of ladies' and children's slacks and occupy factories at Cardigan and Lampeter. They are members of the Emu Group and have steadily increased their manufacturing operations in Wales over the last few years. At present 200 people are employed in a factory of 10,000 sq. ft. at Bank House, Cardigan where manufacturing, warehousing and administrative activities are carried out and from which the Lampeter factory is serviced with work in the form of cut garments. The Lampeter factory which at present is 5,000 sq. ft. is utilised solely for machining operations and is to be doubled in size.

When the new extension, which will be built by the Welsh Industrial Estates Corporation on behalf of the Department of Trade and Industry, is fully operational, employment is expected to increase over the next few years from the present total of 80 to 155. Most of the new jobs will be for women.

Kayanson Engineers Ltd. are manufacturers of oil and gas fired boilers. The new extension, which will comprise 20,000 sq. ft. of production space and increased office accommodation, will provide Kayanson with increased production capacity following the success of their recently introduced range of steam boilers (now increased from 500 to 10,000 pounds of steam per hour) and atmospheric gas boilers. The extension will be built by the Welsh Industrial Estates Corporation on behalf of the Department of Trade and Industry. Employment will be provided for a further 80 people, most of whom will be men.

Ulster's industrial development—highest new job promotion figures for five years

INDUSTRIALLY, 1971 was far from being black in Northern Ireland, the Minister of Commerce, Mr. Robin Bailie, emphasised recently when he gave details of the 7,200 jobs expected from new industrial projects negotiated during the year.

Under the industries development legislation which provides for wide ranging assistance available to encourage and aid economic expansion a total of 68 companies—the highest for several years—negotiated agreements with the Ministry for industrial growth.

And these agreements, said Mr. Bailie, represent the country's highest new jobs promotion figures since the mid-1960s. 'With all the emphasis on the more dramatic events there has been a tendency for people to think in terms of the past 12 months as being almost devoid of good industrial news; but one has to go back to 1966, when economic conditions were very much brighter, to find a total higher than the 7,200 for last year. Indeed this figure has been topped only three times in 11 years,' declared the Minister.

Mr. Bailie also pointed out that of the 7,200 some 4,670 of the jobs are for men—a prime objective of the Ministry's new industry policy. With the exception of 1966 the 1971 male employing figure is the highest negotiated by the Ministry in the past 10 years.

Perhaps the most significant thing in present circumstances is the major contribution by the expansion of existing industry. Of the year's total, nearly 5,600 jobs resulted from 60 proposed expansion projects by 54 firms. The 5,600 is the second largest job promotion figure from expansions ever recorded.

The remainder of the jobs—1,600—are from 14 new projects, eight of which originated from outside Northern Ireland.

Commenting on the year's performance Mr. Bailie said: 'They are very much better than one might have hoped to achieve, bearing in mind world-wide economic circumstances particularly in Britain and the United States.

'Small firms need have no fear of Common Market entry'

—Mr. Nicholas Ridley

SMALL firms need feel no apprehension about Britain joining the Common Market provided they are willing to take the necessary steps to prepare themselves and are alive to the opportunities.

This message was contained in the opening address by Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, at the William McMurray Memorial Lecture* in the Renold Theatre, University of Manchester on February 17.

Mr. Ridley, who has departmental responsibility for small firms, was unable to attend the meeting because of the vote in the House of Commons on the EEC Bill. The speech was delivered on his behalf by Mr. Frank Lacey of DTI's Small Firms Division. The following is an extract from Mr. Ridley's speech:

'The strength of the small firm is its ability to specialise, to exploit the needs of new and highly differentiated markets. As consumers become more prosperous, their tastes and needs become more distinctive; they become more discriminating and demand better and more individual goods and services. This is where small firms come into their own; and many are already there.

'Specialisation is the key to the opportunities for small firms when we enter the EEC. It is not only the absolute size of the enlarged market which is important to our small firms, but also the kaleidoscope of specialised demands that will exist within it. I have heard that many small firms regard our entry with apprehension. Experience in the Community has shown this fear to be unfounded, provided they are willing to take the necessary steps to prepare themselves and are alive to opportunities.

'Snr Spinelli, the Commissioner for industrial, technological and scientific affairs, is on record as confirming that small-scale enterprises have prospered in the EEC even more than larger ones and has made it clear that the Commission are very much aware of the importance of the sector.

'In the DTI we are ready with information and help to prepare firms of all sizes for entry. Our expanded EEC/EFTA information unit has been operating for some months giving advice to many inquirers and acting as a reference point for specific questions.

Government's concern

'As an example of our concern for small firms, I would like to mention what we are doing to keep in touch with their health and progress and mention a particular problem which this presents to us.

'On the one hand the report of the Bolton Committee of Inquiry on Small Firms draws attention to the way the small firm sector has been declining and urges us to watch their position in future. Like the Committee, I have great faith in the resilience of these small firms, but we are taking the warning seriously, and we are examining what information we shall need to monitor the health of the sector.

'On the other hand we must have serious regard to the Committee's recommendations on reducing, wherever possible, the burden of form-filling on the management of small firms. So you see that we shall have to be careful. But if we are to know how the health of the patient is progressing, we may from time to time, have to ask for a little more information about his symptoms."

In an earlier reference to the Bolton Committee report, Mr. Ridley said:

'The report is the first complete and thorough analysis of our small firm sector, its role and its problems. It is an excellent document packed with useful information, which I commend to all small firms as a work of reference—particularly on sources of finance and the effectiveness and range of the many advisory services anxious to help them—and if they are humble enough as a means of identifying their possible weaknesses.

'Most of the report deals with Government, and is a permanent reminder to this Government and its successors that they must create and maintain conditions in which small firms can flourish. The most serious point in this long and painstaking report is that small firms have been inadvertently overlooked by successive Governments. We accept the philosophy behind this view (although we do not necessarily accept all the detailed changes), and we are taking steps to see that small firms' interests should never again go by default.

Urgent examination

'This is indeed my most important task and that of the new Small Firms Division which has been set up in the DTI to help me. Our first objective is to make certain that all the Bolton recommendations are fully considered. We have made a good start, and on the day of publication were able to announce a number of decisions. We are now getting on with the urgent examination of the remaining recommendations.

'I believe that the role of the small firm sector is not nearly sufficiently appreciated. The facts that there are 1¼ million small businesses in this country, accounting for nearly 1/5 of our gross national product speak for themselves; but there is a much wider sense in which they are of vital economic concern. They are the potential growth points in our economy; they represent the kind of initiative that must be encouraged if we are to retain our competitiveness at home and in world markets and to achieve a higher and more stable standar of living.

'I do not believe that the future lies only with the giant corporations and multinational companies, important though they obviously are. Small firms have the virtues of inventiveness and flexibility; and these are the qualities which we particularly need to foster in a quickly changing world.'

*The lecture 'The Future Development of the Small Business Sector' was given by Mr. John E Bolton, Chairman of the Committee of Inquiry on Small Firms, whose report was published in November last year.

Dr. Manuel Perez-Guerrero (right), Secretary-General of UNCTAD seen with Mr. Michael Noble, Minister for Trade, at the Department of Trade and Industry on February 14. As guest of the Government, Dr. Perez-Guerrero made a two-day visit to Britain in advance of the UNCTAD III conference in Santiago, Chile, later this year.

Mr. Michael Noble, Minister for Trade, with the Wick Airport Fire Service team, winners of the annual station efficiency competition for airport fire services for the third time since the competition was inaugurated in 1951. Behind Mr. Noble, who presented the trophy at the airport on February 11, is Mr. E. J. Martin, Controller, Civil Aviation for Scotland. On the right is Mr. A. R. Langler, Divisional Fire Service Officer

Lindustries

Highlights from the statement of the Chairman, Mr. W. E. Luke, and from the 1971 accounts.

- Profits for the second half of the year were up by 25% compared with the same period in the previous year.
- In the Engineering division adequate provisions have been made against the Rolls-Royce debt and expected future losses on the thermal insulation contracts. Sales and profits have increased during the first three months of the new trading year to the highest level in recent years.
- The industrial section of the Polymer division suffered throughout the year from a reduction in volume and reduced profit margins. The medical and dispenser section is expanding rapidly.
- The two loss making subsidiaries in the Textile division were sold during the year. The other companies were all in profit and for the first three months of this year show an increase in turnover and profits.
- We have every reason to be satisfied with our overseas investments.
- I think Lindustries will make a very satisfactory profit in the current financial year.

	1971	*1970*
Turnover	£000	*£000*
Sales outside the group	36,098	*35,070*
Earnings		
Trading profit (before exceptional provisions)	2,826	*2,537*
Profit before debenture interest and tax	2,248	*2,575*
Profit after tax	1,185	*1,334*
Earned for ordinary shareholders	1,016	*1,170*
Ordinary dividends	770	*860*
Earned per 25p ordinary share	5·6p	*6·5p*
Dividends per 25p ordinary share	4·2p	*4·7p*
Assets		
Fixed assets and investments	12,313	*12,195*
Net current assets	8,467	*9,119*
Net assets employed	19,947	*20,574*
Net assets attributable to ordinary capital	14,825	*15,430*
Net asset value per 25p ordinary share	81·9p	*85·2p*

Notes:

☐ *Exceptional provisions of £614,764 have been charged against the trading profit in the 1971 accounts.*

☐ *Earnings exclude extraordinary items.*

Total ordinary dividend for year: 4¼p per share (1970: 4¾p)
Annual General Meeting: 17 March 1972
Dividends 24 March: Preferred Ordinary final 3%
Ordinary final 3¼p per share

Report from Secretary, Lindustries Ltd., 100 Brompton Road London SW3 1EL.

Decline of small firms in manufacturing

THE amount of business done by small firms in manufacturing has declined steadily and there is no evidence, despite a slow down in the rate of decline between 1958 and 1963, to suggest that the trend is likely to be reversed, according to a research report published on February 15.

The report, 'Small Firms in the Manufacturing Sector' was prepared by Mr. J. R. Davies and Mr. M. Kelly, lecturers at Strathclyde University. It is the 16th in a series of research studies commissioned by the Bolton Committee of Inquiry on Small Firms whose own report was published on November 3 last year.

The overall decline of small firms, the authors find, cannot be explained by structural shifts towards industries in which large firms predominate but appears to be the result of the increasing optimum size of firm and improvements in transport and urbanisation. These combined factors have allowed large firms to serve what were hitherto small local markets. The increasing optimum size of firm is the result of the increased importance of the marketing function as well as technological changes. These made larger scale and more capital-intensive methods of production necessary. The emergence of large scale units in some industries has also accentuated the decline of small firms in others. For example, the concentration in retailing has stimulated concentration in manufacturing and vice versa.

The report discusses, in some detail, the role of small firms and the forces affecting them in 17 different sectors of manufacturing industry as well as the general factors affecting the continued survival of small firms in many industries.

Eighteen research studies were commissioned by the Committee and two of them have yet to appear—Nos. 16 and 17 on the Committee's Questionnaire Surveys, to be published shortly.

Research Report No. 3 'Small Firms in the Manufacturing Sector', is available from HMSO, price 75p net.

E. J. Austin International Ltd.—Inspector's interim report

MR. JOHN DAVIS, Secretary of State for Trade and Industry, has decided, after careful consideration, that the public interest requires publication of the interim report on E. J. Austin International Ltd., which was submitted to the Department in July last year.

On April 3, 1970 Mr. J. Lloyd-Eley, QC and Mr. D. Garrett, FCA were appointed as Inspectors under the provisions of section 165(b) of the Companies Act 1948. Their interim report deals mainly with the company's mining ventures.

The interim report was published on February 14, by HMSO, price £3.95p.

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed mergers between the following companies:

Guest, Keen & Nettlefolds Ltd. and Miles Druce & Co. Ltd.,
Macowards Ltd. and Maple & Co. Ltd.
The Permutit Co. Ltd. and William Boby & Co. Ltd.
Watney Mann Ltd. and International Distillers & Vinters Ltd.
Cavenham Ltd. and Allied Ltd.

Visit to UK by British Overseas commercial representative

THE following Commercial Diplomatic Officer is expected to be in this country shortly, when he will be available for discussion.

Egypt: M. J. Wilmshurst, First Secretary (Commercial) in Cairo since September 1970. Available, May.

Applications for temporary exemption from import duty

THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London, SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by March 9.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.42	Bamifylline hydrochloride	as in previous column	December 31, 1972	12456
31.02	Ammonium sulphate	Sulphate of ammonia	May 4, 1972	13863

SITPRO recommends standardised shipping note

RECOMMENDATIONS for the adoption by UK port authorities and shipping lines of a standard shipping note were made on February 17 by the SITPRO Board. The recommendations were explained by Mr. N. J. Freeman (general manager, ICI Insurance and Investment, and vice-chairman of the SITPRO Board) at a meeting in London attended by representatives of all sectors vitally concerned with the export of goods.

The recommendations are based on the results of six months' study by the SITPRO Board of the overall position relating to shipping notes in the UK, and on an independent survey by a team of management consultants. These studies have revealed a general need and desire on the part of users for the immediate introduction of a standard format for shipping notes to replace the wide variety of formats in current use. Experience has already shown that the use of a standard format for all goods arriving at particular ports improves accuracy and leads to a more rapid receipt of cargo, improved cargo flow through dock gates and to ships side.

A particular advantage of a standardised shipping note is that it will enable staff who are frequently inexperienced to learn more quickly the information requirements and associated procedures. Such a standardised format would be of benefit not only to port authorities but also to shippers and to shipping lines.

The present recommended format is an interim measure which is considered essential in order to check the introduction of an increasingly large number of so-called 'standard' shipping notes of various formats. It should be stressed, however, that the SITPRO Board's recommendations relate only to the format of the shipping note. It may well be produced in multiple copies and the introduction of this format is not intended to change any local meaning or usage of shipping notes.

This is an interim measure because the Master document which forms the base of aligned documentation in UK is under review. When a revised UK Master document is eventually produced, probably in 1973, a new shipping note format aligned to the new Master will also be recommended.

Control of dumping of waste at sea

ON February 15 in Oslo, the United Kingdom Government signed the Convention for the Prevention of Marine Pollution by Dumping from Ships and Aircraft. Speaking in London on the same day about this event, Mr. James Prior, Minister of Agriculture, Fisheries and Food, said:

'I regard it as extremely timely that we have succeeded in agreeing the terms of a Convention with our colleagues in other countries in the North-East Atlantic area.

'I hope that it will prove possible, now that we have reached the signature stage, for speedy ratification of the Convention to take place. As far as the United Kingdom is concerned, we will ratify as soon as it proves possible to secure the passage of legislation through Parliament. I cannot yet say when this will be, but you may be assured that I regard it as a subject of great importances

'The Convention provides that the dumping of such substance. as mercury, cadmium, organochlorines, carcinogenic substances and other compounds which might find their way into the food chain and become dangerous is totally prohibited, except where these substances are no more than trace elements. A separate article provides that no waste containing specified substances less harmful than those described above shall be dumped without a specific permit in each case from the appropriate national authority. Finally, any other substances will not be dumped without the approval of the appropriate national authority. The draft Convention includes agreed criteria for assessing dumping applications which all member countries will apply. It also contains the usual arrangements for international co-operation on research and monitoring. A Commission will be established to supervise the working of the Convention.

'In the United Kingdom we look forward to playing a major part in the operation of the Convention.'

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Changes in en-route air navigation service charges

REGULATIONS coming into operation on March 1, 1972 alter the service unit rates and tariffs used in calculating the en-route air navigation services charges. This is being done to take account of the changes in exchange rates of a number of currencies last December following the devaluation of the US dollar, and effectively restores the position in terms of sterling to what it was when the route charges system was introduced in November 1971. It does not alter the basic initial target of recovering 15 per cent of the relevant National Air Traffic Services costs over the first two years from November 1, 1971 to October 31, 1973.

It will continue to be the aim of the Government to secure the agreement of all member states of the Eurocontrol Organisation to a significant increase in the rate of recovery of en-route navigation services costs after November 1, 1973 as a further step towards full recovery.

The new Regulations are the Civil Aviation (Route Charges for Navigation Services) (Amendment) Regulations 1972 (SI 1972 No. 108). Copies may be obtained from HMSO, price 8p (or 10½p by post).

Notes

The 1972 Regulations increase the service unit rate from $2.4585 to $2.6734 and the special service unit rate for aircraft weighing between 2 and 5.7 metric tons from $1.2992 to $1.4147 with effect from March 1, 1972. The tariffs contained in the schedule to the regulations have been amended to reflect the changes that have taken place in the effective parity relationships of currencies, and some additional aerodromes have been named for the purpose of determining the tariffs for transatlantic flights. (Since December the effective parity in this context has been 2.6057 dollars to the £ compared with the former parity of 2.4 dollars.)

Earl Ferrers' speech in the House of Lords in December 1971 outlined Government policy concerning eventual full recovery of the costs of the National Air Traffic Services (H of L Hansard col. 784, Vol. 326 No. 19).

The new service unit rates and special service rates in terms of US dollars for other member States of the Eurocontrol Organisation and of Contracting States are:

	Service unit rate	Special service rate
Member States		
Belgium	1.8640	1.0100
France	1.5770	0.8665
Federal Republic of Germany	2.8555	1.5057
Republic of Ireland	0.8909	0.5235
Luxembourg	1.8640	1.0100
Netherlands	3.3455	1.7507
Contracting States		
Austria	3.4255	1.7908
Portugal	1.7313	0.9436
Switzerland	2.1771	1.1665

Civil Aviation Authority regulations

A NUMBER of Orders and Regulations was presented to Parliament on February 17 in preparation for the Civil Aviation Authority assuming its full functions on April 1, 1972.

The Government's Policy Guidance to the Authority envisaged under Section 3 of the Civil Aviation Act 1971 will be published shortly.

The following are the Orders and Regulations:

i. **Civil Aviation Authority Regulations.** These lay down the procedures to be followed by the Authority in carrying out its regulatory functions—the licensing and certification of airlines, aircraft, aerodromes and personnel. The purpose is to ensure that the rights of the individual are safeguarded and seen to be safeguarded. This is necessary because the Authority will be an independent body, Ministers will not be answerable for its day to day decisions and there will be no role for the Parliamentary Commissioner.

The procedures with regard to air transport licensing lean heavily on those at present governing the procedures of the ATLB. The Authority will however have greater freedom than was enjoyed by the ATLB, to determine categories of licences, the content of applications and the conditions and tariff provisions of licences. It will also have the power to exempt particular flights or categories of flights from licence requirements. The appeal procedure has been streamlined. Appeals will be in writing and no evidence not presented to the Authority during the hearings will be admissable.

In the field of safety licensing, persons aggrieved by certain decisions or proposals of the Authority may have the decision reviewed or taken by a member of the Authority.

ii. A new Air Navigation Order is made principally to give the Authority various functions for ensuring safety in the air. It also provides for an appeal, except on medical or competence grounds, to the County Court in respect of personnel (eg pilots, air traffic controllers and maintenance engineers) licensing decisions.

iii. Fees Regulations setting out the charges for the Authority's functions. The Authority itself may subsequently introduce its own charges through Section 9 of the Act.

iv. Air Navigation (Noise Certification) Amendment Order, giving the Authority the function of granting aircraft noise certificates following technical examination of aircraft.

v. Civil Aviation (Documentary Evidence) Regulations setting out the method of proof in legal proceedings of the Authority's documents.

vi. Civil Aviation (Navigation Services Charges) Amendment Regulations providing for aerodromes navigation services charges at aerodromes where the National Air Traffic Services provide the services to be payable to the Authority from April 1, instead of to the Department.

The Civil Aviation (Air Travel Organisers Licensing) Regulations will follow shortly.

Another advance factory for Millom

THE English Industrial Estates Corporation have announced that work is shortly to begin on the construction of a 15,000 sq. ft. advance factory at Devonshire Road, Millom. A contract worth about £91,000 has been awarded to John Leck and Sons of Barrow-in-Furness who are to build the factory. Architects for this project are Douglas, Marriott, Worby and Robinson of Carlisle and the quantity surveyors are John G. Hellawell and Partner.

Work should start within the next few weeks and the factory will be ready for occupation early in 1973. A unit of this size would normally be expected to provide at least 60 jobs.

Mr. Barry G. Syrett, general manager of the Estate Corporation, commented 'This is the second Advance Factory to be built on the Devonshire Road site, the first having been let to Sealand Hovercraft Ltd., about a year ago. As the new unit is capable of 300 per cent expansion we hope it will eventually provide many new jobs for Millom'.

Further information may be obtained from Mr. J. A. McBain, Regional Commercial Manager, English Industrial Estates Corporation, Salterbeck Industrial Estate, Workington (Tel: Harrington 469).

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STATISTICS

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

SYMBOLS USED IN ALL STATISTICAL TABLES—

.. not available
– nil or less than half the final digit shown
p provisional
r revised
• five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m in base year	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
	26,973		21,763	20,127	20,127	11,372	4,912	1,070	994	944	1,752	Series in £ million			
1966	111	113.2	122	121	108	100.0	124	128	115	128	125	254	143	25	17
1967	113	113.9	127	126	110	101.4	133	124	122	138	142	184	–37	13	22
1968	116	119.8	135	135	113	103.6	139	131	144	146	142	158	23	75	41
1969	118	122.9	143	143	113	103.0	138	140	148	131	131	346	232	26	27
1970	120	124.1	156	155	116	104.2	140	152	157	118	136	329	214	42	51
1971		125.2				104.8									
1969 4th qtr	119	123.3	146	147	114	102.9	137	145	153	125	130	91	74	2	—
1970 1st qtr	117	123.8	148	149	114	103.3	134	145	146	114	132	–16	42	1	–32
2nd qtr	121	123.5	154	154	116	104.2	143	153	163	119	138	116	55	12	26
3rd qtr	121	124.3	158	158	117	104.6	141	154	156	120	134	117	44	7	13
4th qtr	122	124.6	162	160	117	104.7	143	157	165	119	139	112	72	23	44
1971 1st qtr	118	124.5	163	162	116	102.1	139	148	148	114	148	84	70	2	–62
2nd qtr	121	125.4	169	170	119	104.4	142	142	164	122	142	–68	–114	12	38
3rd qtr	123	126.3	174	176	121	105.5	142	148	163	122	140	–21	–47	–11	7
4th qtr		125.1				107.4									
Jun		126.2				103.5									
Jul		125.8				105.1									
Aug		126.1				106.2									
Sep		126.9				105.3									
Oct		125.4				108.4									
Nov		125.1				106.8									
Dec		124.7				107.1									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: all manufacturing industry§§		Basic hourly wage rates (all industries and services)‡	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Exports(¶)	Imports(‖)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m in base year	Dec 1963	Jan 16, 1962		1963	1963	Jan 31, 1956	Series in thousands			1963	1963	Series in £ million
										4,282	4,362	
1966	115	116.5	*3.9*	108.0	109.6	168.5	323	255	24,835	121	120	83
1967	106	119.4	*2.5*	107.5	110.9	175.3	512	174	24,476	120	130	–298
1968	106	125.0	*4.7*	117.3	115.3	187.3	541	188	24,331	146	159	–288
1969	117	131.8	*5.4*	121.4	119.8	197.4	535	200	24,304	165	165	440
1970	125	140.2	*6.4*	126.2	127.7	217.7	573	186	24,135	184	181	612
1971		153.4	*9.4*	132.4 p	137.7 p	245.5	744	129		207 p	197 p	
1969 4th qtr	117	133.7	*5.1*	124.1	121.7	201.6	544	199	24,249	172	169	167
1970 1st qtr	118	136.2	*5.0*	126.3	124.2	209.0	561	192	24,275	181	171	215
2nd qtr	122	139.5	*5.8*	126.1	126 6	214.0	563	187	24,138	183	183	113
3rd qtr	123	141.1	*6.9*	124.9	128.7	219.5	592	185	24,072	175	178	76
4th qtr	125	144.0	*7.7*	127.3	131.4	228.3	581	177	24,054	199	190	208
1971 1st qtr	120	147.9	*8.6*	129.7	134.4	237.5	642	150	23,824	186	189	78
2nd qtr	116	153.2	*9.8*	133.1	137.2	242.4	713	128		214	199	270
3rd qtr	117	155.3	*10.1*	133.9	139.2	248.6	782	119		217	197	342
4th qtr		157.3	*9.2*	132.9 p	140.0 p	253.6	836	118		213 p	202 p	
Jun	116	154.3	*10.3*	133.5	138.0	245.1	722	127		219	203	
Jul	117	155.2	*10.1*	135.3	139.0	247.1	766	119		213	195	
Aug	117	155.3	*10.3*	133.8	139.3	248.6	781	122		215	192	
Sep	117	155.5	*9.9*	132.5	139.5	250.0	799	115		223	203	
Oct	117 p	156.4	*9.4*	132.3	139.8	250.7	813	118		218 p	203 p	
Nov	116 p	157.3	*9.2*	132.8	139.9	252.6	840	120		200 p	196 p	
Dec		158.1	*9.0*	133.6 p	140.4 p	257.5	855	116		222 p	208 p	
1972 Jan				135.2 p	141.3 p	259.5 p	872 p	119 p		208 p	205 p	

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payment basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowances for factors affecting recording.
(§§) This now includes food industries.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for December and year 1971

THE export unit value index, on a balance of payments basis, rose by nearly one per cent in December 1971, and for the fourth quarter as a whole it was almost 2 per cent above the level in the third quarter. The import unit value index, which had fallen a little in November, returned in December to its October level; there was little change in the index between the third and fourth quarters of 1971. The terms of trade index rose slightly in December.

In 1971 as a whole the export unit value index was 8 per cent above its level in 1970; it increased at much the same rate between 1969 and 1970. The import unit value index, on a balance of payments basis, rose by 3 per cent between 1970 and 1971, compared with 4 per cent in the previous year. The terms of trade index for the year as a whole was 110 (1961 = 100); it rose by about 4 per cent between December 1970 and December 1971.

Export unit value index numbers

The export unit value index in the fourth quarter, and in 1971 as a whole, was dominated by the rapid increase in the unit values of machinery and transport equipment. In the fourth quarter the index for this group rose by nearly 4 per cent; between 1970 and 1971 it increased by almost 13 per cent, compared with a rise of 7 per cent between 1969 and 1970. Within this group unit values of transport equipment showed the largest increase in 1971 although those of non-electrical machinery also rose substantially. Unit values for exports of chemicals increased by 2 per cent between 1970 and 1971 but they moved irregularly during 1971 around a

TABLE 1. IMPORT AND EXPORT UNIT VALUE AND VOLUME INDEX NUMBERS ON A BALANCE OF PAYMENTS BASIS

1961 = 100

	Unit Value Index Numbers (Unadjusted)			Volume Index Numbers (Seasonally adjusted)	
	Imports	Exports	Terms of Trade†	Imports	Exports
1969	126	127	101	146	149
1970	131	136	104	155	154
1971 p	135	148	110	162	162
1969 1st quarter	123	126	103	145	139
2nd quarter	125	127	101	146	148
3rd quarter	127	127	100	145	154
4th quarter	130	129	100	147	154
1970 1st quarter	131	131	101	148	155
2nd quarter	132	134	102	157	155
3rd quarter	131	136	104	152	145
4th quarter	131	139	106	162	162
1971 1st quarter	131	143	109	160 r	149 r
2nd quarter	135	146	108	164 r	169 r
3rd quarter	137	149	109	160 r	167 r
4th quarter	137	152	111	164	162
1971 January	130	143	110	150 r	141 r
February	131	143	109	158 r	138 r
March	132	144	109	174 r	169 r
April	135	145	107	167 r	172 r
May	135	146	108	160 r	163 r
June	136	147	108	165 r	171 r
July	137	148	109	158 r	165 r
August	137	150	109	156 r	166 r
September	138	151	109	165 r	171 r
October p	137	151	110	163 r	166 r
November p	137	152	112	158 r	152 r
December p	137	154	112	170	168

† Export Unit Value Index as a percentage of the Import Unit Value Index
p Provisional estimates. r Revised.

TABLE 2. IMPORT AND EXPORT UNIT VALUE INDEX NUMBERS (UNADJUSTED) (OVERSEAS TRADE STATISTICS BASIS)

1961=100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods: Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	99	102	96	98	99	101	100	102	98	100	101	103	101
1963	103	111	97	97	101	104	105	104	100	102	102	106	103
1964	107	115	103	95	105	106	108	106	101	107	107	107	105
1965	107	113	102	90	109	109	105	109	104	109	113	110	108
1966	109	114	103	84	114	113	107	114	106	111	120	114	113
1967	109	113	99	92	116	114	102	116	106	111	120	118	116
1968	121	120	107	107	135	123	108	126	113	115	131	128	128
1969	126	124	115	100	142	127	114	130	116	122	139	131	131
1970	132	132	121	98	148	136	118	140	126	127	155	141	138
1971	136	140	122	120	145	147	126	152	129	132	156	159	148
1969 1st quarter	124	123	112	104	138	128	114	130	117	120	135	133	130
2nd quarter	125	124	115	102	141	128	115	130	118	122	136	132	131
3rd quarter	127	125	116	100	144	128	115	131	118	122	139	132	131
4th quarter	129	128	117	98	149	129	114	132	118	123	144	133	132
1970 1st quarter	131	129	119	96	151	131	116	134	119	124	151	134	134
2nd quarter	132	132	121	95	151	134	117	137	123	126	155	137	137
3rd quarter	132	133	122	97	149	136	119	140	125	126	156	140	139
4th quarter	132	135	120	102	147	139	119	143	128	127	156	145	142
1971 1st quarter	133	136	120	111	144	143	123	147	132	130	156	151	145
2nd quarter	137	140	123	121	147	146	125	150	129	134	157	155	147
3rd quarter	138	142	123	125	149	149	128	154	132	133	157	161	150
4th quarter	138	143	122	122	147	152	128	157	130	133	156	167	152
1970 July	133	133	122	96	151	135	119	139	124	125	156	139	138
August	131	132	121	97	148	136	119	140	124	126	156	140	139
September	132	133	121	98	148	137	119	140	126	126	156	141	140
October	132	134	120	100	148	137	119	141	126	126	155	142	141
November	132	135	121	102	147	139	119	143	128	127	156	145	143
December	132	136	119	104	146	141	120	145	130	129	156	148	143
1971 January	132	136	119	108	144	143	122	147	130	129	158	150	144
February	133	136	121	111	144	143	123	147	132	131	156	151	144
March	134	136	121	115	145	144	124	148	132	129	155	152	146
April	136	139	123	119	146	144	124	148	130	132	155	154	144
May	137	140	123	121	147	146	126	150	128	134	156	156	148
June	138	141	123	124	148	147	126	151	129	136	159	157	149
July	138	142	123	126	148	148	127	152	130	132	157	160	150
August	138	141	123	125	149	149	128	153	133	134	156	161	149
September	139	142	123	125	150	150	128	155	132	133	156	163	152
October	138	143	122	123	148	151	128	155	130	134	155	165	152
November	137	142	122	122	147	152	127	157	129	134	158	167	151
December	138	144	122	121	147	153	128	158	132	132	156	170	153

roughly level trend. The unit value index for metals similarly showed little change during 1971 and increased by less than one per cent between 1970 and 1971 as a whole, but this overall stability masks divergent movements for different metals. There was a sharp decline in the unit values of exports of non-ferrous metals, mainly as a result of falling copper prices; unit values of iron and steel and of metal manufactures, however, rose in 1971. The unit value index for textile exports increased by nearly 4 per cent between 1970 and 1971 but much of this rise took place in the early months of 1971; since then the index has shown little change.

There was a fairly general increase in the unit values of exports of non-manufactures in 1971; the only fall in unit values between 1970 and 1971 was for textile fibres, mainly due to a drop in wool prices. The main cause of the rise in the unit value index for non-manufactures in the early part of 1971 was a sharp increase in the unit values of fuels; the index has shown no increase since August.

Import unit value index numbers

The most striking movement in the import unit value indices for broad commodity groups in 1971 was the rise of 22 per cent in the index for imports of fuels (largely oil). This index, which had fallen between 1968 and 1970 as freight rates declined, turned up at the end of 1970 as a result of increases in posted prices and taxes in the oil producing countries. These continued to have an effect in the early part of 1971 and were reinforced by the agreements for substantial increases in oil prices made in February and April of 1971. In the final quarter of 1971 the index dropped back a little because of falls in the unit values of some petroleum products.

The unit value index for imports of food, drink and tobacco rose by 6 per cent in 1971, following a similar increase in 1970. The main cause of its increase in 1971 was the substantial rise in unit values of imported dairy products, mainly butter; these rose by about 30 per cent between 1970 and 1971. Small increases in unit values of the other commodities in the food, drink and tobacco group were fairly general in 1971, the only important exception being a sharp fall in unit values of cocoa.

There was little change in the unit value index for imports of basic materials in 1971. Unit values of rubber fell sharply in 1971, but for the other commodities within this group movements were fairly small.

Unit values of imported manufactures fell by 2 per cent in 1971. The index for this group was dominated by movements in unit values of non-ferrous metals which fell sharply and fairly steadily through the year. Copper was the main cause of this fall but unit values of almost all non-ferrous metals fell between 1970 and 1971. There was a small fall in unit values of other imported metal manufactures in 1971 but unit values of most other imports of manufactures rose in the year.

Export volume index numbers

The volume of exports, on a balance of payments basis, rose by 5 per cent in 1971; this was a slightly greater increase than that between 1969 and 1970. However, while there was little growth in the volume of exports throughout 1970 it rose by nearly 4 per cent in both the first and second halves of 1971. (The effects of strikes on trade make comparison of quarters difficult.)

The volume of exports of manufactured goods, on a trade statistics basis, increased by 7 per cent in 1971, compared with a rise of only 1 per cent in the previous year. The volume of exports of chemicals rose by 10 per cent in 1971; since the unit values of

(continued on next page)

TABLE 3. IMPORT AND EXPORT VOLUME INDEX NUMBERS (UNADJUSTED) (OVERSEAS TRADE STATISTICS BASIS) **1961=100**

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	103	104	96	112	103	102	106	101	107	100	101	100	102
1963	107	102	101	119	112	107	112	107	113	102	99	107	110
1964	119	104	108	128	136	111	107	111	126	106	102	108	122
1965	119	102	107	140	137	116	111	117	131	105	109	115	128
1966	122	100	102	154	146	121	117	121	140	99	105	121	134
1967	132	104	101	165	167	119	119	119	149	95	108	114	136
1968	146	107	111	175	195	136	136	136	169	111	119	131	158
1969	149	103	108	188	207	150	138	153	185	123	126	148	187
1970	156	104	110	202	223	155	151	155	195	133	131	148	182
1971	163	104	101	217	242	164	159	165	215	142	137	154	205
1969 1st quarter	149	106	109	198	198	136	122	138	166	112	113	132	174
2nd quarter	152	107	108	186	215	152	141	155	188	124	125	154	179
3rd quarter	145	99	109	176	204	150	134	154	187	120	125	146	196
4th quarter	150	105	109	197	205	160	154	161	196	135	140	154	194
1970 1st quarter	150	104	105	198	208	154	141	157	194	132	130	150	189
2nd quarter	164	105	115	204	240	161	148	163	209	138	145	157	181
3rd quarter	149	99	105	204	210	141	140	141	185	125	116	132	170
4th quarter	166	111	118	214	234	168	176	165	210	154	137	157	193
1971 1st quarter	165	109	104	241	236	147	134	151	187	129	123	147	177
2nd quarter	164	108	99	226	241	172	163	174	225	147	143	167	204
3rd quarter	155	99	103	193	231	164	170	163	213	138	132	147	217
4th quarter	166	105	98	216	252	172	168	173	226	161	149	154	222
1970 July	131	80	72	203	195	163	151	165	217	142	147	157	186
August	152	108	122	189	204	105	98	105	137	90	68	99	144
September	165	108	120	219	232	154	170	152	200	143	133	139	182
October	170	115	125	208	242	165	188	160	214	144	135	153	180
November	163	116	108	221	225	172	180	169	214	157	141	158	206
December	164	103	120	214	237	166	161	166	201	160	136	159	192
1971 January	158	104	107	239	215	138	123	141	178	121	106	137	169
February	149	102	100	193	215	130	124	134	172	112	112	129	155
March	189	121	104	291	276	172	155	178	212	153	151	174	205
April	168	111	99	225	248	173	165	176	235	155	152	166	198
May	154	97	93	221	226	172	157	173	222	144	143	167	203
June	171	114	106	232	248	171	166	174	219	141	135	169	210
July	161	103	102	191	245	172	173	171	227	139	137	160	215
August	144	92	105	195	201	154	154	154	202	130	126	136	213
September	162	102	103	195	248	166	183	163	211	146	132	145	225
October	163	99	97	199	257	165	162	167	225	162	149	146	211
November	166	103	96	208	255	174	166	175	225	165	156	156	223
December	170	112	102	241	245	177	177	177	226	156	143	161	231

UNIT VALUE AND VOLUME INDEX NUMBERS
continued

chemicals rose relatively little the rise in volume accounted for much of the increase in the value of chemical exports in the year. In the case of machinery and transport equipment, by contrast, although the value of exports increased by 17 per cent in 1971, the bulk of this rise was due to increased prices and the volume of exports rose by only 4 per cent. Much of this rise was due to non-electrical machinery; the volume of exports of transport equipment, which fell sharply in 1970, was still well below its level in 1969. The volume of textile exports rose by 7 per cent in 1971, following an 8 per cent rise in 1970. The volume index for metals, however, rose by only 4 per cent in 1971 with a substantial rise in exports of iron and steel being partially offset by a fall in the volume of exports of non-ferrous metals. The volume index for 'other manufactures' showed a particularly large increase in 1971; the rise of 13 per cent over its 1970 level was mainly due to increased exports of precious stones and professional and scientific instruments. Exports of non-manufactures increased in volume by 5 per cent in 1971; much of this increase was due, as in 1970 to the continued sharp rise in exports of beverages.

Import volume index numbers

The import volume index, on a balance of payments basis rose by about 5 per cent in 1971. This was a little less than its increase between 1969 and 1970. There was a small fall in the volume of imports between the first and second halves of 1971.

The largest rises in the volume of imports in 1971 were in fuels and manufactured goods. The volume of imports in the food, beverages and tobacco group as a whole continued to show little change (although imports of beverages increased substantially) and the increase in the value of these imports in 1971 was almost entirely due to price rises. Imports of basic materials fell by 8 per cent in volume terms in 1971 reflecting a reduction in stocks and the slow growth of the economy; among commodities in this group the volume of imports of wood pulp, textile fibres and metalliferous ores fell particularly sharply. The volume index for manufactured goods (excluding US military aircraft) rose by nearly 9 per cent in 1971, rather less than its increase in the previous year. Increases in the volume of imports of precious stones and textiles were especially large.

Trends in United Kingdom trade will be discussed in greater detail in the article on trade in 1971 which will be published in a later issue of *Trade and Industry*.

Notes: (a) The discussion in this article of the unit value and volume index numbers for total imports and exports and the terms of trade is based on the statistics in Table 1, which are on a balance of payments basis. Comments on the unit value and volume index numbers for commodity groups are based on the indices in Tables 2-4, which are on an *Overseas Trade Statistics* basis. The adjustments which have to be made to the figures recorded in the *Overseas Trade Statistics* to bring them to a balance of payments basis relate either to the coverage of the statistics or to the valuation of items which are recorded. These adjustments are described in greater detail in the annual Balance of Payments *Pink Book*. A brief description of the way in which the index numbers on a balance of payments basis are calculated was published in the article giving unit value and volume index numbers for March 1971 in *Trade and Industry* of May 26, 1971.

(b) The index numbers on an *Overseas Trade Statistics* basis were first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

TABLE 4. IMPORT AND EXPORT VOLUME INDEX NUMBERS (SEASONALLY ADJUSTED) (OVERSEAS TRADE STATISTICS BASIS)

1961=100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	145	824	84	63	121	417	139
1969 1st quarter	146	143	104	110	189	197	187	139	128	140	171	115	118	132	175
2nd quarter	151	146	107	109	181	209	197	148	141	150	182	122	120	147	183
3rd quarter	148	145	101	107	182	210	201	157	140	161	192	125	130	158	195
4th quarter	149	148	101	106	198	210	206	157	143	161	196	130	135	155	194
1970 1st quarter	150	150	104	108	191	210	209	155	147	156	194	131	135	148	187
2nd quarter	158	158	103	114	194	228	226	155	148	156	197	132	139	148	184
3rd quarter	153	152	101	103	210	215	215	145	146	145	185	127	119	140	167
4th quarter	164	164	107	114	215	237	236	162	163	161	205	143	132	154	192
1971 1st quarter r	162	162	107	105	231	235	234	150	144	152	196	133	128	145	177
2nd quarter r	163	163	107	100	221	236	235	169	164	170	220	144	138	159	212
3rd quarter r	161	160	102	102	202	240	239	169	175	169	219	142	137	157	213
4th quarter	165	165	100	96	214	256	256	167	154	170	224	150	144	153	219
1970 July	122	122	76	65	198	177	176	155	155	157	209	135	140	147	179
August	168	168	120	122	214	231	231	117	115	116	149	98	81	116	136
September	167	167	107	121	218	238	238	164	168	162	197	146	135	159	185
October	165	164	108	120	204	232	231	168	183	164	211	137	135	160	187
November	165	165	111	110	231	234	232	155	154	154	202	137	129	145	183
December	163	163	102	113	211	244	244	164	152	166	203	154	134	156	205
1971 January r	155	155	103	104	228	221	221	142	132	144	191	127	114	138	171
February r	159	159	110	109	201	229	229	138	134	141	186	120	121	134	164
March r	172	172	109	102	264	253	252	169	164	171	211	152	149	165	196
April r	167	167	111	102	216	244	243	172	165	172	226	150	143	160	211
May r	158	158	104	99	219	230	229	164	160	163	214	139	132	150	213
June r	163	163	108	101	227	234	234	171	167	174	220	145	139	166	212
July r	159	158	103	99	196	237	236	166	176	164	223	137	131	151	209
August r	158	157	104	102	213	226	226	166	172	166	221	140	138	155	205
September r	165	165	101	103	198	256	256	176	177	175	215	150	141	165	224
October r	165	165	98	98	202	259	259	170	155	173	224	155	148	156	226
November r	162	162	94	94	207	255	255	158	142	161	219	147	141	145	199
December	169	169	108	96	231	254	254	173	166	175	230	149	142	159	231

r Revised.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, February 18, 1972
BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Mining Review No. 6—25th Year	BR/E 36005/19/2/77	11	February 16	Data Film Distributors Ltd.	National Coal Board
Movietone News 2228	BR/E 35878/19/2/77	8	February 18	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2228A	BR/E 35879/19/2/77	7	February 18	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
The Tender Warrior	F 36002	60	February 16	British Lion Films Ltd.	Safari Films Inc.
Gisele	F 36003	83	February 16	Cinecenta Film Distributors Ltd.	Maya Films, Paris
Venus In Furs	F 36004	63	February 16	Cinecenta Film Distributors Ltd.	Roxy Film GmbH, Munich

Amendment to the Register:
The playing time of the film 'Wild Rovers' (F 35819) registered on November 29, 1971 has been amended to 107 minutes.

Business Monitor

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, SE1 9NH.

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Monthly at £1 a year post free:
Wood chipboard for December
Gramophone records for November
Rubber for October
Cars and commercial vehicles for December.

Quarterly at 37½p a year post free:
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Paint for third quarter 1971
Pharmaceutical chemicals and preparations for fourth quarter 1971, first and second quarter 1971
Pottery for second quarter 1971
Fur for second quarter 1971
Boxes, cartons and fibre board packing cases for second and third quarter 1971
Miscellaneous packaging products of paper and film for second quarter 1971
Hats, caps and millinery for third quarter 1971
Synthetic resins and plastics materials for third quarter 1971
Wooden containers and baskets for second quarter 1971
Wooden furniture and upholstery for third quarter 1971
Sports equipment for second quarter 1971
Miscellaneous stationers' goods for first quarter 1971
Office machinery for third quarter 1971.

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Quarterly at 37½p a year post free:
Assets and Liabilities of Finance Houses for fourth quarter 1971

Miscellaneous series

Quarterly at 37½p a year post free:
Acquisition and mergers of companies for fourth quarter 1971

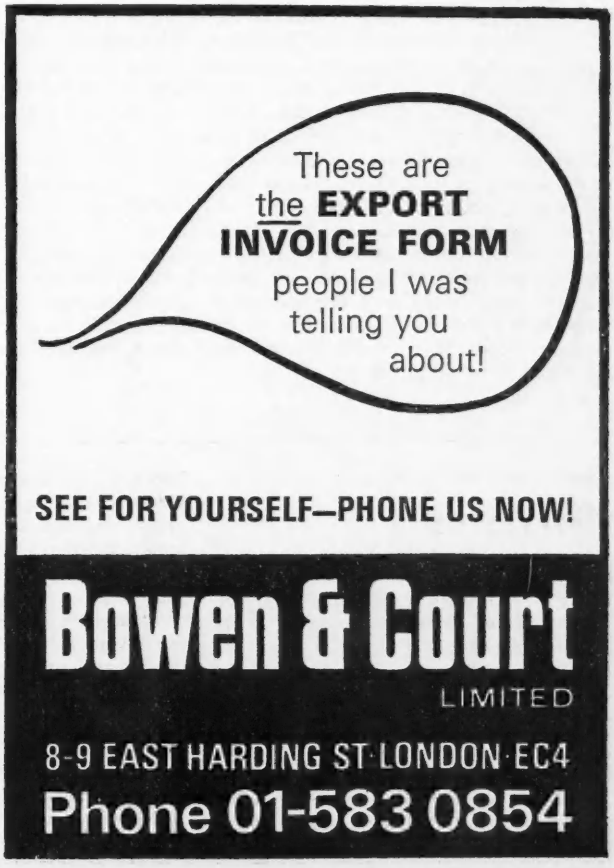
A complete list of titles of Business Monitors was last published in *Trade and Industry* on December 16, 1971 on page 562.

Businessman's guide to 'Britain and the EEC'

In just over 12 months Britain is expected to be a full member of the European Economic Community. To help businessmen familiarise themselves with the Community's institutions, legislation, trading practices and tariff changes the Department of Trade and Industry has collated 11 articles in the series 'Britain and the EEC' published in *Trade and Industry* during the last six months.

The collated edition includes background articles on the Treaty of Rome, the European Coal, Steel and Atomic Energy, Communities, Community Law and regional policy. Practical information of direct interest to businessmen is contained in articles dealing with transport, industrial and commercial policy and the free movement of labour. One article 'Fair Competition in the Community' deals with Community policy on such matters as restrictive trade practices, monopolies and mergers. Another provides a guide to the advice and information available from the Department.

Further articles in this series will appear from time to time in *Trade and Industry*. Copies of single articles or the collated edition can be obtained free from the EEC/EFTA Information Unit, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET. Tel. 01-222 7877, ext. 3579 or 2479.



Industrial countries' trade and production in the third quarter of 1971

INTEREST now centres on how soon world activity and trade may recover after some two years of little change in the overall level of industrial production. Reflationary measures have been taken in a number of countries. The latest comprehensive statistics of production and trade relate mainly to the third quarter of last year. These show production in the main industrial countries continuing to change little and, associated with this, the rate of growth of their imports below average. Exports continued to rise quite strongly in value terms in the third quarter, partly reflecting price increases and higher dollar values as some currencies appreciated against the dollar; in addition countries appear to have stepped up shipments to the United States in advance of the dock strikes. The United States economic measures announced on August 15, which included the temporary imposition of a 10 per cent surcharge on imports of manufactures, are unlikely to have had a major effect on the third quarter's figures.

Exports

The increase in the third quarter in the dollar value of exports by the main industrial countries amounted to 4½ per cent (seasonally adjusted). Shipments to primary producers increased somewhat faster, by 5½ per cent, than intra-trade among the industrial countries. The cumulative position up to the third quarter shows an increase over the same period a year earlier of 12 per cent in dollar values, a below average rate of growth.

Exports of most countries in the third quarter appear to have been affected to some extent by the dock strikes in the United States. The west coast strike was already in progress but the strike on the east coast did not begin until October 1, and it is probable that many countries brought forward exports to the United States into the third quarter.

Most countries showed a substantial rise in the dollar value of their exports in the third quarter. The increase for Germany, however, of 6 per cent in dollar terms, must have owed a good deal to the appreciation of the deutschemark. Elsewhere in Europe, exports from Italy showed an 8 per cent increase and the trend in the year suggests a probable recovery from 1970; some of the rise reflects higher prices following large increases in costs. French exports continued to grow quite strongly. United States exports increased by 4½ per cent, much faster than the slow rise over the previous year but of uncertain significance owing to the dock strikes. Some uncertainty, for the same reason, attaches to the trend of exports by Japan; these increased by 4½ per cent, much less than the rates of increase earlier in the year. The increase in the third quarter will partly have reflected the appreciation of the yen. Canadian exports, strongly influenced by activity in the United States, increased by 3 per cent in the third quarter.

Imports

Imports into industrial countries rose by a modest 2 per cent in the third quarter. The cumulative position for the first nine months of last year showed an increase of 11 per cent on the same period a year earlier, a below average rate of growth. Imports from primary producing countries in the third quarter showed a greater increase in value, of 4 per cent, than the small increase, of 1½ per cent, in imports the industrial countries made from each other. The rise in German imports slowed to an increase of only 1½ per cent, reflecting the slow-down of the German economy, and Italian imports continued sluggish, as domestic demand remained depressed. French imports increased by 8 per cent but this growth may have been partly a rebound from the small increase in the first half year. Japanese imports increased only a little and had not changed much for a year, in contrast to strong rates of increase for several years previously. The small increase of United States imports may have been partly attributable to the dock strikes. Canadian imports continued to grow quite strongly, reflecting domestic expansion.

Industrial production

The index of industrial production of the main manufacturing countries was unchanged in the third quarter; in the first nine months of 1971 it was only fractionally higher than in the same period a year earlier. Production in the third quarter fell back in Germany and Sweden and in Italy there was a continued decline. There was also a small fall in the United States. The main rising trends in production were in Canada and France. In Japan there was quite a marked increase following nearly a year of little change, but monthly figures up to November indicate no further rise.

Definitions

In this article, the **industrial countries** comprise all members of OECD. All other countries are described as **primary producers.** The Soviet Union, Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Romania, Cuba, The People's Republic of China, North Korea, and North Vietnam are excluded as reporting countries but are included as markets for exports and as suppliers of imports. **Manufactured goods** are the products included in sections 5-8 of the United Nations standard international trade classification. In 1969 the **11 main manufacturing countries** shown in Table 4 exported 94 per cent of all exports of manufactures from the industrial countries. As indicated in the footnotes, some of the export series in Tables 1 and 4 exclude **United States 'special category exports'.** These are a class of exports, consisting mainly of military equipment, for which no detailed information on destination is made available by the United States authorities.

The **'smoothed'** series of percentage changes is intended to facilitate the assessment of trends by ironing out some of the fluctuations in the quarter to quarter percentage changes. Percentage changes are shown for the smoothed series obtained by averaging the quarterly totals according to the following formula: smoothed total for any quarter = ¼ (1 × total for previous quarter + 2 × total for the quarter in question + 1 × total for the next quarter). Technically this smoothing device is known as a 1, 2, 1 weighted average.

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TABLE 1. INDUSTRIAL COUNTRIES' TRADE

Quarters or quarterly averages, seasonally adjusted — US $ thousand million

	Exports (f.o.b.) to								Imports (c.i.f.) ‡ from							
	World			Industrial countries†			Primary producers†		World			Industrial countries			Primary producers	
		Percentage change			Percentage change		Percentage change			Percentage change			Percentage change			Percentage change
		over previous period	in smoothed series*		over previous period	in smoothed series*	over previous period	in smoothed series*		over previous period	in smoothed series*		over previous period	in smoothed series*		over previous period	in smoothed series*
1966	33.82			23.83			9.78		35.06			24.59			10.45	
1967	35.64	(5.4)		25.25	(6.0)		10.26	(4.9)	36.96	(5.4)		26.07	(6.0)		10.87	(4.0)
1968	40.20	(12.8)		28.78	(14.0)		11.30	(10.1)	41.54	(12.4)		29.59	(13.5)		11.93	(9.8)
1969	46.45	(15.5)		33.74	(17.2)		12.60	(11.5)	48.01	(15.6)		34.67	(17.2)		13.32	(11.7)
1970	53.82	(15.9)		39.16	(16.1)		14.52	(15.2)	55.28	(15.1)		40.36	(16.4)		14.88	(11.7)
1967 1st quarter	35.66	(1.9)	(1.4)	25.01	(2.3)	(1.6)	10.56	(1.5)	(1.4)	36.58	(1.7)	(0.9)	25.79	(1.6)	(1.3)	10.76	(1.2)	(−0.2)
2nd quarter	35.64	(nil)	(0.3)	25.09	(0.3)	(0.8)	10.46	(−0.6)	(−0.4)	36.40	(−0.5)	(0.4)	25.84	(0.2)	(0.6)	10.54	(−2.1)	(0.1)
3rd quarter	35.50	(−0.4)	(0.2)	25.12	(0.1)	(1.0)	10.25	(−2.0)	(−2.0)	36.74	(0.9)	(1.4)	25.92	(0.3)	(1.1)	10.88	(3.2)	(2.3)
4th quarter	36.04	(1.5)	(2.1)	25.98	(3.4)	(3.0)	9.89	(−3.5)	(−0.2)	38.32	(4.3)	(3.2)	26.90	(3.8)	(3.1)	11.42	(5.0)	(3.1)
1968 1st quarter	38.11	(5.7)	(3.4)	27.25	(4.9)	(3.4)	10.74	(8.6)	(3.8)	39.59	(3.3)	(2.9)	28.11	(4.5)	(3.3)	11.35	(−0.6)	(1.6)
2nd quarter	38.41	(0.8)	(3.8)	27.40	(0.5)	(3.5)	10.97	(2.1)	(4.8)	39.86	(0.7)	(2.9)	28.26	(0.5)	(3.1)	11.66	(2.7)	(2.6)
3rd quarter	41.50	(8.1)	(4.7)	29.66	(8.3)	(4.9)	11.72	(6.8)	(3.7)	42.54	(6.7)	(4.3)	30.25	(7.0)	(4.6)	12.32	(5.7)	(3.5)
4th quarter	42.32	(2.0)	(2.9)	30.47	(2.7)	(3.8)	11.65	(−0.6)	(0.4)	43.83	(3.0)	(3.3)	31.47	(4.0)	(3.7)	12.35	(0.2)	(1.8)
1969 1st quarter	42.36	(0.1)	(3.2)	31.05	(1.9)	(3.9)	11.21	(−3.7)	(1.9)	44.15	(0.7)	(3.4)	31.48	(nil)	(3.9)	12.52	(1.4)	(2.2)
2nd quarter	46.79	(10.5)	(5.5)	33.80	(8.9)	(5.1)	13.02	(16.2)	(6.8)	48.20	(9.2)	(5.1)	35.06	(11.4)	(5.7)	13.24	(5.7)	(4.1)
3rd quarter	47.53	(1.6)	(4.0)	34.21	(1.2)	(3.8)	13.06	(0.3)	(3.8)	48.92	(1.5)	(3.8)	35.24	(0.5)	(3.9)	13.72	(3.6)	(3.6)
4th quarter	48.92	(2.9)	(3.2)	35.66	(4.3)	(3.7)	13.08	(0.1)	(1.8)	50.56	(3.4)	(3.2)	36.66	(4.0)	(3.4)	13.92	(1.4)	(2.2)
1970 1st quarter	51.53	(5.3)	(4.5)	37.50	(5.1)	(4.7)	13.93	(6.5)	(4.6)	52.82	(4.5)	(4.1)	38.47	(4.9)	(4.6)	14.27	(2.5)	(2.5)
2nd quarter	53.77	(4.2)	(3.7)	39.17	(4.5)	(3.7)	14.62	(5.0)	(3.8)	54.92	(4.0)	(3.5)	40.22	(4.5)	(3.7)	14.74	(3.3)	(3.1)
3rd quarter	54.25	(0.9)	(2.1)	39.47	(0.8)	(2.0)	14.50	(−0.8)	(1.8)	55.81	(1.6)	(2.6)	40.54	(0.8)	(2.5)	15.22	(3.3)	(2.8)
4th quarter	55.62	(2.5)	(2.2)	40.35	(2.2)	(2.1)	15.11	(4.2)	(2.4)	57.53	(3.1)	(2.3)	42.13	(3.9)	(2.7)	15.44	(1.5)	(1.1)
1971 1st quarter	57.28	(3.0)	(3.1)	41.67	(3.3)	(3.2)	15.44	(2.1)	(3.3)	58.35	(1.4)	(2.7)	43.02	(2.1)	(3.0)	15.16	(−1.9)	(1.7)
2nd quarter	59.56	(4.0)	(3.9)	43.32	(4.0)	(3.8)	16.15	(4.6)	(4.2)	61.15	(4.8)	(3.3)	44.66	(3.8)	(2.8)	16.53	(9.0)	(5.0)
3rd quarter	62.33	(4.6)		44.99	(3.9)		17.04	(5.5)		62.43	(2.1)		45.27	(1.4)		17.17	(3.9)	

* See definitions.
† Excluding United States special category exports (see definitions).
‡ Imports into Canada and the United States are valued f.o.b.
Source: OECD.

TABLE 2. EXPORTS FROM INDUSTRIAL COUNTRIES

Quarters or quarterly averages, seasonally adjusted — US $ thousand million (fob) Percentage change over previous period in brackets

	Total		Canada		United States		Japan		European OECD		United Kingdom		Other EFTA		EEC		France		German Federal Republic		Italy	
1966	33.82		2.39		7.58		2.45		21.41		3.68		3.87		13.16		2.73		5.03		2.01	
1967	35.64	(5.4)	2.64	(10.5)	7.88	(4.0)	2.61	(6.7)	22.52	(5.2)	3.61	(−2.0)	4.09	(5.7)	14.04	(6.6)	2.85	(4.4)	5.43	(7.9)	2.18	(8.2)
1968	40.20	(12.8)	3.14	(18.9)	8.60	(9.2)	3.24	(24.3)	25.21	(12.0)	3.86	(7.0)	4.48	(9.5)	16.06	(14.4)	3.18	(11.6)	6.21	(14.3)	2.55	(17.1)
1969	46.45	(15.5)	3.44	(9.6)	9.50	(10.4)	4.00	(23.3)	29.51	(17.1)	4.40	(14.1)	5.21	(16.4)	18.96	(18.1)	3.76	(18.2)	7.26	(17.0)	2.93	(15.1)
1970	53.82	(15.9)	4.04	(17.4)	10.81	(13.8)	4.83	(20.8)	34.15	(15.7)	4.84	(9.9)	5.98	(14.8)	22.17	(16.9)	4.49	(19.4)	8.55	(17.7)	3.30	(12.5)
1971											5.56	(14.9)										
1967 1st qtr	35.66	(1.9)	2.65	(5.9)	7.91	(2.0)	2.59	(0.1)	22.56	(1.8)	3.89	(−0.4)	4.04	(1.4)	13.87	(2.4)	2.78	(1.4)	5.35	(2.3)	2.18	(5.3)
2nd qtr	35.64	(nil)	2.64	(−0.3)	7.87	(−0.5)	2.59	(nil)	22.54	(−0.1)	3.76	(−3.2)	4.15	(2.7)	13.92	(0.4)	2.81	(1.0)	5.45	(1.9)	2.14	(−1.7)
3rd qtr	35.50	(−0.4)	2.54	(−3.7)	7.91	(0.5)	2.69	(4.1)	22.35	(−0.8)	3.67	(−2.6)	4.03	(−2.9)	13.83	(−0.7)	2.84	(0.9)	5.38	(−1.3)	2.12	(−1.0)
4th qtr	36.04	(1.5)	2.75	(8.0)	7.90	(−0.2)	2.65	(1.6)	22.75	(1.8)	3.11	(−15.3)	4.19	(4.0)	14.64	(5.8)	2.98	(5.1)	5.60	(4.1)	2.28	(7.4)
1968 1st qtr	38.11	(5.7)	3.04	(10.5)	8.12	(2.8)	2.87	(8.3)	24.08	(5.9)	3.74	(20.3)	4.30	(2.5)	15.26	(4.3)	3.16	(6.0)	5.80	(3.6)	2.38	(4.3)
2nd qtr	38.41	(0.8)	3.09	(1.9)	8.45	(4.0)	3.23	(12.3)	23.65	(−1.8)	3.67	(−1.7)	4.37	(1.8)	14.85	(−2.7)	2.60	(−17.8)	5.81	(0.2)	2.48	(4.3)
3rd qtr	41.50	(8.1)	3.11	(0.4)	9.07	(7.4)	3.30	(2.4)	26.02	(10.0)	3.98	(8.2)	4.55	(3.9)	16.66	(12.2)	3.51	(35.2)	6.38	(9.7)	2.54	(2.7)
4th qtr	42.32	(2.0)	3.28	(5.6)	8.68	(−4.3)	3.50	(6.0)	26.86	(3.2)	4.05	(2.0)	4.66	(2.5)	17.30	(3.9)	3.43	(−2.5)	6.77	(6.1)	2.75	(8.0)
1969 1st qtr	42.36	(0.1)	3.47	(5.7)	7.76	(−10.5)	3.73	(6.4)	27.40	(2.0)	4.05	(−0.2)	5.01	(7.6)	17.50	(1.1)	3.59	(4.8)	6.43	(−4.9)	2.87	(4.4)
2nd qtr	46.79	(10.5)	3.37	(−2.9)	10.03	(29.2)	3.95	(5.9)	29.45	(7.5)	4.32	(6.8)	5.13	(2.4)	19.07	(9.0)	3.81	(6.2)	7.27	(13.0)	3.09	(7.7)
3rd qtr	47.53	(1.6)	3.38	(0.5)	10.04	(0.1)	4.13	(4.8)	29.97	(1.8)	4.61	(6.6)	5.24	(2.0)	19.13	(0.3)	3.63	(−4.8)	7.36	(1.3)	3.01	(−2.7)
4th qtr	48.92	(2.9)	3.58	(5.8)	10.16	(1.2)	4.18	(1.2)	31.00	(3.4)	4.64	(0.8)	5.43	(3.8)	19.98	(4.5)	3.90	(7.4)	7.95	(8.1)	2.77	(−7.8)
1970 1st qtr	51.53	(5.3)	3.92	(9.6)	10.48	(3.1)	4.61	(10.2)	32.53	(4.9)	4.71	(1.5)	5.74	(5.7)	20.99	(5.0)	4.28	(9.7)	8.08	(1.6)	3.08	(11.3)
2nd qtr	53.77	(4.2)	3.98	(1.5)	11.06	(5.6)	4.75	(3.0)	33.98	(4.5)	4.82	(2.2)	5.96	(3.8)	22.04	(5.0)	4.46	(4.3)	8.50	(5.2)	3.31	(7.3)
3rd qtr	54.25	(0.9)	4.11	(3.2)	10.91	(−1.4)	4.91	(3.5)	34.32	(1.0)	4.59	(−4.7)	6.02	(1.0)	22.45	(1.9)	4.47	(0.3)	8.69	(2.3)	3.43	(3.5)
4th qtr	55.62	(2.5)	4.12	(0.4)	10.85	(−0.5)	5.04	(2.6)	35.61	(3.8)	5.23	(13.8)	6.17	(2.6)	23.02	(2.5)	4.66	(4.2)	8.90	(2.3)	3.38	(−1.5)
1971 1st qtr	57.28	(3.0)	4.30	(4.2)	11.36	(4.7)	5.60	(11.2)	36.02	(1.1)	4.88	(−6.6)	6.30	(2.1)	23.53	(2.2)	4.84	(3.7)	9.10	(2.3)	3.50	(3.8)
2nd qtr	59.56	(4.0)	4.35	(1.3)	11.27	(−0.8)	5.96	(6.4)	37.97	(5.4)	5.52	(12.9)	6.43	(2.0)	24.60	(4.5)	5.04	(4.2)	9.64	(6.0)	3.64	(3.9)
3rd qtr	62.33	(4.6)	4.47	(2.8)	11.77	(4.4)	6.23	(4.4)	39.86	(5.0)	5.82	(5.6)	6.51	(1.2)	26.19	(6.5)	5.28	(4.8)	10.22	(6.0)	3.94	(8.2)
4th qtr											6.01	(3.2)										

Sources: United Kingdom: DTI.
Other countries: OECD.

(continued on next page)

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INDUSTRIAL COUNTRIES' TRADE AND PRODUCTION
continued

TABLE 3. IMPORTS INTO INDUSTRIAL COUNTRIES

Quarters or quarterly averages, seasonally adjusted — US $ thousand million (cif) Percentage change over previous period in brackets

	Total	Canada†	United States†	Japan	European OECD	United Kingdom	Other EFTA	EEC	France	German Federal Republic	Italy
1966	35.06	2.33	6.39	2.38	24.01	4.17	4.78	13.42	2.97	4.51	2.15
1967	36.96 (5.4)	2.56 (10.1)	6.71 (5.0)	2.92 (22.4)	24.77 (3.2)	4.43 (6.2)	4.97 (3.9)	13.77 (2.6)	3.10 (4.4)	4.34(−3.7)	2.46 (14.4)
1968	41.54 (12.4)	2.86 (11.6)	8.28 (23.5)	3.25 (11.3)	27.15 (9.6)	4.74 (7.1)	5.21 (4.7)	15.50 (12.5)	3.50 (12.7)	5.04 (16.1)	2.56 (4.3)
1969	48.01 (15.6)	3.29 (14.9)	9.01 (8.8)	3.76 (15.7)	31.95 (17.7)	4.99 (5.3)	6.03 (15.9)	18.94 (22.2)	4.35 (24.4)	6.23 (23.7)	3.11 (21.4)
1970	55.28 (15.1)	3.33 (1.3)	9.99 (10.9)	4.72 (25.6)	37.24 (16.5)	5.43 (8.9)	7.37 (22.1)	22.16 (17.0)	4.78 (9.9)	7.46 (19.6)	3.74 (20.1)
1971						5.98 (10.1)					
1967 1st qtr	36.58 (1.7)	2.49 (2.1)	6.69 (0.3)	2.73 (6.8)	24.66 (1.5)	4.41 (9.9)	5.00 (0.4)	13.60(−0.4)	3.19 (2.6)	4.25(−4.8)	2.36 (4.4)
2nd qtr	36.40(−0.5)	2.54 (2.0)	6.50(−2.9)	2.87 (4.9)	24.49(−0.7)	4.40(−0.2)	4.93(−1.4)	13.43(−1.3)	2.97 (−6.9)	4.23(−0.5)	2.36 (−0.3)
3rd qtr	36.74 (0.9)	2.57 (0.9)	6.62 (1.9)	2.95 (3.0)	24.60 (0.5)	4.42 (0.3)	5.00 (1.5)	13.58 (1.2)	3.09 (4.0)	4.27 (0.9)	2.45 (4.1)
4th qtr	38.32 (4.3)	2.50(−2.6)	7.12 (7.5)	3.14 (6.3)	25.56 (3.9)	4.47 (1.2)	4.98(−0.5)	14.55 (7.2)	3.19 (3.3)	4.61 (7.9)	2.67 (8.9)
1968 1st qtr	39.59 (3.3)	2.80 (12.0)	7.85 (10.3)	3.11(−1.0)	25.82 (1.0)	4.64 (3.8)	5.03 (1.0)	14.54(−0.1)	3.29 (3.1)	4.75 (3.0)	2.25(−15.7)
2nd qtr	39.86 (0.7)	2.75(−2.0)	8.12 (3.4)	3.12 (0.5)	25.87 (0.2)	4.63 (0.1)	5.09 (1.2)	14.48(−0.4)	2.96(−10.2)	4.83 (1.8)	2.55 (13.5)
3rd qtr	42.54 (6.7)	2.79 (1.7)	8.53 (5.1)	3.31 (5.9)	27.91 (7.9)	4.82 (4.0)	5.27 (3.7)	16.10 (11.2)	3.78 (28.0)	5.19 (7.5)	2.67 (4.6)
4th qtr	43.83 (3.0)	3.08 (10.2)	8.48(−0.6)	3.43 (3.6)	28.85 (3.3)	4.86 (0.9)	5.37 (1.9)	16.65 (3.4)	3.97 (4.8)	5.33 (2.6)	2.77 (3.6)
1969 1st qtr	44.15 (0.7)	3.27 (6.2)	7.66(−9.8)	3.45 (0.8)	29.78 (3.2)	4.86(−0.1)	5.51 (2.6)	17.48 (5.0)	4.06 (2.3)	5.79 (8.8)	2.84 (2.8)
2nd qtr	48.20 (9.2)	3.28 (0.3)	9.64 (25.9)	3.46 (0.3)	31.82 (6.9)	5.03 (3.6)	5.87 (6.4)	18.93 (8.3)	4.48 (10.3)	6.13 (5.8)	3.10 (9.0)
3rd qtr	48.92 (1.5)	3.24(−1.2)	9.33(−3.2)	4.04 (16.8)	32.30 (1.5)	5.01(−0.5)	6.12 (4.3)	19.19 (1.4)	4.40 (−1.7)	6.20 (1.2)	3.23 (4.4)
4th qtr	50.56 (3.4)	3.36 (3.8)	9.38 (0.5)	4.10 (1.3)	33.73 (4.4)	5.06 (1.1)	6.55 (7.0)	19.99 (4.2)	4.36 (−0.8)	6.77 (9.1)	3.29 (1.6)
1970 1st qtr	52.82 (4.5)	3.27(−2.7)	9.72 (3.6)	4.44 (8.4)	35.39 (4.9)	5.15 (1.7)	6.97 (6.4)	21.00 (5.1)	4.48 (2.6)	7.32 (8.2)	3.42 (4.0)
2nd qtr	54.92 (4.0)	3.36 (2.7)	9.92 (2.0)	4.51 (1.5)	37.13 (4.9)	5.49 (6.6)	7.30 (4.8)	22.00 (4.8)	4.71 (5.3)	7.42 (1.3)	3.75 (9.8)
3rd qtr	55.81 (1.6)	3.48 (3.4)	9.98 (0.7)	5.03 (11.5)	37.32 (0.5)	5.33(−2.9)	7.34 (0.5)	22.48 (2.2)	4.98 (5.6)	7.34(−1.1)	3.92 (4.4)
4th qtr	57.53 (3.1)	3.18(−8.5)	10.34 (3.6)	4.94(−1.7)	39.06 (4.7)	5.75 (7.9)	7.84 (6.7)	23.12 (2.9)	4.98 (nil)	7.72 (5.3)	3.85 (−1.8)
1971 1st qtr	58.35 (1.4)	3.62 (13.6)	10.82 (4.6)	4.91(−0.7)	39.01(−0.1)	5.76 (0.2)	7.45(−4.9)	23.53 (1.8)	4.91(−1.4)	8.19 (6.1)	3.93 (2.0)
2nd qtr	61.15 (4.8)	3.80 (5.2)	11.84 (9.5)	4.82(−1.8)	40.70 (4.3)	5.89 (2.2)	7.86 (5.5)	24.27 (3.2)	5.18 (5.6)	8.51 (3.8)	3.89 (−1.0)
3rd qtr	62.43 (2.1)	3.93 (3.2)	11.98 (1.2)	4.90 (1.6)	41.63 (2.3)	5.97 (1.4)	7.98 (1.5)	25.23 (3.9)	5.60 (8.2)	8.63 (1.4)	3.98 (2.3)
4th qtr						6.35 (6.4)					

† Canadian and United States imports are valued fob.
Sources: United Kingdom: DTI.
Other countries: OECD.

TABLE 4. EXPORTS OF MANUFACTURES BY THE MAIN MANUFACTURING COUNTRIES

Quarters or quarterly averages — US $ thousand million (f.o.b.)

	Total† (seasonally adjusted)	United Kingdom (seasonally adjusted)	Canada	United States†	Japan	Sweden	Switzer-land	Belgium-Luxem-bourg	France	German Federal Republic	Italy	Nether-lands
1966	23.23	3.07	1.20	4.69	2.26	0.76	0.75	1.40	1.99	4.50	1.60	1.00
1967	24.86	3.02	1.47	5.07	2.44	0.83	0.80	1.44	2.11	4.87	1.75	1.06
1968	28.62	3.25	1.83	5.78	3.05	0.91	0.90	1.67	2.35	5.57	2.10	1.22
1969	33.52	3.75	2.12	6.47	3.74	1.07	1.05	2.07	2.76	6.56	2.44	1.49
1970	38.52p	4.09	2.41p	7.18	4.54	1.31	1.16	2.40	3.35	7.67	2.77	1.70
1971		4.74										
1967 1st quarter	24.63	3.26	1.38	5.10	2.13	0.78	0.74	1.47	2.08	4.66	1.73	1.05
2nd quarter	25.09	3.15	1.53	5.34	2.39	0.92	0.79	1.46	2.18	4.91	1.77	1.08
3rd quarter	24.68	3.08	1.34	4.73	2.58	0.70	0.74	1.22	1.90	4.62	1.66	1.03
4th quarter	25.05	2.61	1.64	5.14	2.66	0.93	0.90	1.59	2.28	5.29	1.82	1.09
1968 1st quarter	27.04	3.16	1.73	5.32	2.43	0.86	0.82	1.65	2.42	5.21	1.97	1.17
2nd quarter	27.05	3.09	1.88	5.99	2.99	0.89	0.86	1.64	1.95	5.09	2.05	1.16
3rd quarter	29.67	3.39	1.69	5.75	3.19	0.88	0.88	1.57	2.35	5.51	2.04	1.21
4th quarter	30.73	3.42	2.03	6.04	3.57	1.01	1.04	1.84	2.67	6.45	2.33	1.35
1969 1st quarter	30.44	3.45	2.00	5.59	3.16	1.00	0.94	1.91	2.64	5.76	2.38	1.35
2nd quarter	33.31	3.66	2.18	6.96	3.60	1.08	1.02	2.05	2.87	6.43	2.61	1.47
3rd quarter	34.61	3.93	2.09	6.36	3.95	0.97	1.02	1.94	2.45	6.41	2.48	1.48
4th quarter	35.71	3.98	2.23	6.97	4.26	1.23	1.22	2.38	3.06	7.62	2.31	1.64
1970 1st quarter	36.47	4.02	2.26	7.14	3.88	1.20	1.05	2.27	3.13	7.04	2.53	1.56
2nd quarter	38.79	4.08	2.57	7.75	4.37	1.32	1.19	2.54	3.51	7.62	2.86	1.66
3rd quarter	38.78	3.86	2.27	6.75	4.71	1.20	1.11	2.19	3.07	7.52	2.78	1.70
4th quarter	40.05p	4.38	2.54p	7.06	5.19	1.50	1.30	2.59	3.69	8.49	2.90	1.87
1971 1st quarter	40.86p	4.20	2.53p	7.55	4.75	1.42	1.13	2.32	3.69	8.11	2.89	1.89p
2nd quarter	42.54p	4.70	2.81p	7.84	5.53	1.47	1.25	2.44	3.87	8.40	3.06	1.96p
3rd quarter	45.33p	4.87	2.41p	7.47	6.09	1.30	1.26p	2.37	3.54	8.88	3.17p	2.01p
4th quarter		5.18										

† Excluding United States special category exports (see definitions).
Sources: United Kingdom and Total: DTI.
Other countries: OECD.

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TABLE 5. WORLD TRADE

Quarters or quarterly averages, seasonally adjusted — US $ thousand million

	Exports (fob) from									Imports (cif)† into								
	World			Industrial countries			Primary producers			Volume of world exports 1963=100	World			Industrial countries			Primary producers		
		Percentage change			Percentage change			Percentage change				Percentage change			Percentage change			Percentage change	
		over previous period	in smoothed series*		over previous period	in smoothed series*		over previous period	in smoothed series*			over previous period	in smoothed series*		over previous period	in smoothed series*		over previous period	in smoothed series*
1966	45.20			33.82			11.38			127	47.27			35.06			12.21		
1967	47.47	(5.0)		35.64	(5.4)		11.83	(4.0)		134	49.75	(5.2)		36.96	(5.4)		12.79	(4.7)	
1968	53.01	(11.7)		40.20	(12.8)		12.81	(8.3)		151	55.26	(11.1)		41.54	(12.4)		13.72	(7.3)	
1969	60.65	(14.4)		46.45	(15.5)		14.20	(10.9)		167	62.96	(13.9)		48.01	(15.6)		14.95	(8.9)	
1970	69.44	(14.5)		53.82	(15.9)		15.62	(10.0)		182	72.26	(14.8)		55.28	(15.1)		16.98	(13.6)	
1967 1st qtr	47.33	(2.0)	(1.3)	35.66	(1.9)	(1.4)	11.67	(2.6)	(1.0)	132	49.39	(1.5)	(1.1)	36.58	(1.7)	(0.9)	12.82	(1.1)	(1.4)
2nd qtr	47.28	(−0.1)	(0.5)	35.64	(nil)	(0.3)	11.63	(−0.3)	(1.0)	133	49.42	(0.1)	(0.4)	36.40	(−0.5)	(0.4)	13.02	(1.6)	(0.3)
3rd qtr	47.37	(0.2)	(0.5)	35.50	(−0.4)	(0.2)	11.88	(2.1)	(1.5)	133	49.36	(−0.1)	(0.8)	36.74	(0.9)	(1.4)	12.62	(−3.1)	(−1.0)
4th qtr	48.18	(1.7)	(2.1)	36.04	(1.5)	(2.1)	12.14	(2.2)	(1.9)	136	51.02	(3.4)	(2.5)	38.32	(4.3)	(3.2)	12.69	(0.6)	(0.5)
1968 1st qtr	50.40	(4.6)	(3.0)	38.11	(5.7)	(3.4)	12.29	(1.3)	(1.9)	144	52.77	(3.4)	(2.8)	39.59	(3.3)	(2.9)	13.19	(3.9)	(2.6)
2nd qtr	51.03	(1.3)	(3.5)	38.41	(0.8)	(3.8)	12.63	(2.7)	(2.4)	145	53.34	(1.1)	(2.8)	39.86	(0.7)	(2.9)	13.48	(2.2)	(2.8)
3rd qtr	54.50	(6.8)	(4.2)	41.50	(8.1)	(4.7)	13.00	(3.0)	(2.8)	154	56.42	(5.8)	(3.9)	42.54	(6.7)	(4.3)	13.88	(2.9)	(2.9)
4th qtr	55.63	(2.1)	(2.7)	42.32	(2.0)	(2.9)	13.31	(2.4)	(2.0)	159	58.18	(3.1)	(2.9)	43.83	(3.0)	(3.3)	14.35	(3.4)	(1.6)
1969 1st qtr	55.73	(0.2)	(2.8)	42.36	(0.1)	(3.2)	13.37	(0.5)	(1.8)	154	58.08	(−0.2)	(2.7)	44.15	(0.7)	(3.4)	13.93	(−2.9)	(0.4)
2nd qtr	60.66	(8.8)	(5.0)	46.79	(10.5)	(5.5)	13.87	(3.7)	(3.4)	168	62.70	(8.0)	(4.6)	48.20	(9.2)	(5.1)	14.49	(4.1)	(3.0)
3rd qtr	62.19	(2.5)	(4.0)	47.53	(1.6)	(4.0)	14.67	(5.8)	(4.2)	171	64.40	(2.7)	(4.1)	48.92	(1.5)	(3.8)	15.48	(6.8)	(5.1)
4th qtr	63.81	(2.6)	(3.0)	48.92	(2.9)	(3.2)	14.89	(1.5)	(2.4)	173	66.46	(3.2)	(3.1)	50.56	(3.4)	(3.2)	15.90	(2.7)	(2.9)
1970 1st qtr	66.58	(4.4)	(3.9)	51.53	(5.3)	(4.5)	15.05	(1.1)	(1.8)	174	68.66	(3.3)	(3.5)	52.82	(4.5)	(4.1)	15.83	(−0.4)	(1.6)
2nd qtr	69.33	(4.1)	(3.4)	53.77	(4.3)	(3.7)	15.56	(3.4)	(2.5)	183	71.48	(4.1)	(3.5)	54.92	(4.0)	(3.5)	16.57	(4.6)	(3.5)
3rd qtr	70.13	(1.2)	(2.1)	54.25	(0.9)	(2.1)	15.88	(2.0)	(2.0)	182	73.22	(2.4)	(3.1)	55.81	(1.6)	(2.6)	17.41	(5.1)	(4.7)
4th qtr	71.61	(2.1)	(2.0)	55.62	(2.5)	(2.2)	15.99	(0.7)	(1.1)	190	75.66	(3.3)	(2.5)	57.53	(3.1)	(2.3)	18.13	(4.2)	(3.3)
1971 1st qtr	73.42	(2.5)	(3.0)	57.28	(3.0)	(3.1)	16.14	(0.9)	(2.5)	185	76.50	(1.1)	(2.5)	58.35	(1.4)	(2.7)	18.15	(0.1)	(2.0)
2nd qtr	76.91p	(4.8)		59.56	(4.0)	(3.9)	17.35p	(7.5)		191	79.99p	(4.6)		61.15	(4.8)	(3.3)	18.84p	(3.8)	
3rd qtr				62.33	(4.6)									62.43	(2.1)				

* See definitions.
† Imports into Canada and the United States are valued fob.
Sources: Industrial countries: OECD.
Primary producers: International Monetary Fund (seasonally adjusted by DTI).
Volume index: United Nations (seasonally adjusted by DTI).

TABLE 6. INDEX NUMBERS OF INDUSTRIAL PRODUCTION

Seasonally adjusted — 1963 = 100

	Industrial countries †	Canada	United States †	Japan	European OECD	United Kingdom	Sweden	EEC	France	German Federal Republic	Italy
Weights	100.0	3.4	50.9	5.7	40.0	8.5	1.4	25.1	7.8	10.6	4.0
1965	115	119	115	120	112	111	119	111	109	114	106
1966	123	127	126	136	118	113	124	117	117	116	118
1967	128	131	131	162	119	113	127	119	121	114	128
1968	137	140	138	190	128	119	134	129	126	127	136
1969	147	146	145	222	140	123	145	143	142	144	141
1970	150	149	139	258	148	125	156	152	150	153	150
1967 1st quarter	126	128	129	151	117	111	127	117	119	112	126
2nd quarter	126	130	129	157	118	112	128	116	118	111	128
3rd quarter	128	132	131	166	119	112	127	119	120	114	127
4th quarter	131	133	133	174	123	115	130	123	123	120	131
1968 1st quarter	133	134	135	177	124	117	129	125	127	120	133
2nd quarter	135	138	137	187	123	118	134	122	108	127	135
3rd quarter	139	139	139	194	130	120	138	131	132	129	136
4th quarter	142	143	140	203	135	122	141	137	138	136	141
1969 1st quarter	144	147	143	205	137	122	143	140	138	139	144
2nd quarter	147	146	144	218	141	124	146	144	142	144	147
3rd quarter	149	145	146	227	142	124	148	145	144	145	144
4th quarter	149	148	145	238	143	124	153	145	144	150	131
1970 1st quarter	150	150	141	245	148	125	155	152	150	153	152
2nd quarter	151	150	141	258	148	125	160	153	150	156	150
3rd quarter	151	149	140	264	148	126	156	152	149	153	149
4th quarter	149	149	135	263	149	126	162	152	151	152	151
1971 1st quarter	151	151	138	268	151	126	163	156	155	159	149
2nd quarter	152	152	140	265	151	127	162	155	154	158	145
3rd quarter	152	155	138	274	151	127	154	155	160	155	142

† The United States series has been revised from 1st quarter, 1967.
Source: OECD.

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WHOLESALE PRICE INDEX NUMBERS

Trend in output prices little changed in January

THE provisional price index for home sales of manufactured products rose ½ per cent in January, owing to fairly widespread price increases, and was 1½ per cent higher than six months before. The January increase was around twice the average monthly increase since July, but does not indicate any significant change in trend, as about half can be attributed to seasonal factors. The past tendency for the index to rise a little faster in January relatively to other months of the year probably reflects the timing of periodic price reviews by firms rather than seasonal fluctuation in individual prices.

The provisional price index for basic materials and fuel purchased by manufacturing industry rose 1 per cent in January, because of higher prices for food materials and textile fibres. With increases in each of the past three months the index in January had climbed back to its July figure, some 4 per cent higher than in January last year.

Notes on Wholesale Price Index Numbers

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in *Trade and Industry* of February 24, 1971.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) Correspondence about wholesale price index numbers should be addressed to Statistics Division, DTI, Room 610, Sanctuary Buildings, Great Smith Street, London, S.W.1. 3DB. Telephone inquiries for price index numbers should be made to 01-222 7877, Ext. 3549 (Engineering), 3548 (Non-Engineering).

TABLE 1. PRICE INDEX NUMBERS OF MATERIALS PURCHASED 1963=100

1968 SIC		1970	1971				1971								1972
		4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr p	Jan.	June	July	Aug.	Sept.	Oct.	Nov.	Dec. p	Jan. p
	Materials and fuel purchased by manufacturing industry														
Orders III to XIX	Basic materials and fuel purchased by manufacturing industry:	127.3	129.7	133.1	133.9	132.9	129.6	133.5	135.3	133.8	132.5	132.3	132.8	133.6	135.2
	Basic materials	126.8	129.0	131.5	132.3	131.1	129.1	131.9	134.0	132.2	130.7	130.5	131.0	131.9	133.8
	†Fuel	129.9	133.8	143.0	143.4	143.4	132.5	143.4	143.4	143.4	143.4	143.4	143.4	143.4	143.4
Orders IV	Basic materials and fuel purchased by manufacturing industry, other than food, drink, and tobacco manufacturing industries	127.8	131.2	137.3	137.9	136.2	129.8	137.4	138.9	137.9	136.8	136.3	136.1	136.1	136.9
	Basic materials other than fuel	127.3	130.7	136.0	136.6	134.5	129.2	136.0	137.9	136.7	135.2	134.6	134.4	134.4	135.4
	Materials and fuel purchased by Selected Broad Sectors of Industry														
211 to 229	Food manufacturing industries	126.5	127.4	126.0	128.0	129.0	129.6	127.1	129.7	127.9	126.4	127.1	128.8	130.9	134.1
Order V	Chemicals and allied industries	127.8	131.4	134.2	136.0	135.2	130.3	135.4	136.6	136.1	135.4	135.7	135.1	134.8	134.8
311 to 312	Steel industries	131.7	135.4	140.8	141.0	141.0	134.4	141.4	141.2	140.9	140.8	141.0	141.1	140.8	140.7
Order VII (excluding MLH 342)	Mechanical engineering industries	138.9	140.5	147.2	148.0	147.4	139.8	147.9	148.3	148.1	147.7	147.4	147.2	147.4	147.6
Order IX	Electrical engineering industries	146.0	146.9	153.8	152.0	149.0	144.8	152.0	153.0	152.3	150.7	149.3	148.6	149.0	150.2
361	Electrical machinery industry	146.1	147.4	154.1	154.1	152.5	146.3	153.9	154.6	154.1	153.5	152.8	152.3	152.4	152.8
Order XII	Textile industries	103.8	105.6	108.6	110.2	110.6	105.1	109.7	110.2	110.6	110.0	109.7	110.4	111.9	115.1
Order XV	Clothing and footwear industries	122.6	124.0	126.4	128.1	128.6	123.7	127.5	128.0	128.1	128.3	128.6	128.5	128.8	129.2
Order XVII	Timber industries	137.4	139.9	142.8	144.0	144.9	139.0	143.3	143.7	143.9	144.4	144.5	144.9	145.4	145.5
481 to 484	Paper industries	137.3	139.7	141.6	142.0	141.7	139.3	141.7	142.1	142.1	141.8	141.8	141.8	141.6	139.7
Order XX	Construction materials	133.1	136.0	141.5	144.3	144.9	134.5	143.0	143.9	144.3	144.6	144.7	144.8	145.1	145.3
Part of Order XX	House building materials	135.5	138.4	143.0	145.9	146.9	137.0	144.1	145.3	146.0	146.4	146.5	146.7	146.9	147.1

†Coal (except for carbonising), gas and electricy. Crude oil and coal for carbonising are included in basic materials.

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Materials and fuel purchased by broad sectors of Industry (Table 1)

The provisional index for the food manufacturing industries rose 2½ per cent in January and was 5½ per cent higher than three months before; probably nearly half this latter increase was seasonal. The index for electrical engineering rose ¾ per cent owing to higher prices for copper and brass products and lead but was still a little lower than in September. Substantially higher prices for raw cotton, wool and jute resulted in an increase of 3 per cent in the index for the textile industries in January, bringing the increase during the past 12 months to 9½ per cent. The index for the paper industries fell over 1 per cent because of a further drop in woodpulp prices. Index numbers for other broad sectors were little changed in January.

Output of broad sectors of Industry: Home Sales (Table 2)

Index numbers for most sectors increased by more in January than in recent months, but this probably reflected seasonal factors.

During the six months up to January the index for the timber industries rose by 3 per cent, that for clothing and footwear by 2½ per cent and for the engineering and allied industries by 2 per cent. With the exception of the index for the steel industries, which fell very slightly, there were increases in the index numbers for other sectors of between 1¼ and 2 per cent.

Revised series of wholesale price index numbers

The present series of wholesale price index numbers which are on the base 1963 is to be replaced by a new series based on 1968 with 1970 as 100. The new series will be introduced early next year and until then the present series will be continued.

1963 = 100 Series

As wholesale price index numbers may be used in long-term contracts to take account of changes in cost of materials the Department of Trade & Industry will continue to publish the indices which appear in Table 1 with 1963 as 100 at least until December 1975, and requests for the continued publication on this basis of other index numbers will be considered. These indices will show the same month-to-month percentage movement as the corresponding indices in the new series from the month in which the latter is introduced.

1970 = 100 Series

The new series of index numbers is being rebased on the 1968 pattern of sales and purchases but with the reference year of 1970 taken as 100. The index numbers will measure changes in the price of the 1968 quantities sold or purchased, and will express the price of these quantities as a percentage of their average price in 1970. The adoption of the 1968 pattern of sales and purchases is owing to the fact that the 1968 Census of Production is the most up-to-date source for most of the detailed information required; the selection of 1970 rather than 1968 as the reference year is in accordance with international recommendations.

TABLE 2. PRICE INDEX NUMBERS OF OUTPUT

1963=100

1968 SIC		1970	1971				1971								1972
		4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr. p	Jan.	June	July	Aug.	Sept.	Oct.	Nov.	Dec. p	Jan. p
Orders III to XIX	Output of Manufactured Products														
	Total sales	132.8	135.8	138.7	140.9	142.1	135.1	139.5	140.5	141.0	141.2	141.8	142.1	142.5	143.8
	Home sales	131.4	134.4	137.2	139 2	140.0	133.8	138.0	139.0	139.3	139.5	139.8	139.9	140.4	141.3
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco manufacturing industries: Total sales	131.2	134.4	137.7	140.2	141.9	133.5	138.7	139.7	140.3	140.7	141.5	141.9	142.2	143.3
	Home sales	128.4	131.7	135.0	137.2	138.4	130.8	135.9	136.9	137.3	137.6	138.3	138.3	138.6	139.7
211 to 229	Output of Selected Broad Sectors of Industry Products of the food manufacturing industries: Home sales	133.2	136.8	139.4	141.8	142.3	136.5	140.4	141.7	142.0	141.8	141.4	141.9	143.6	144.1
Order V	Chemicals and allied industries: Total sales	118.3	121.4	122.5	124.4	124.9	120.5	123.2	124.3	124.7	124.3	124.4	125.1	125.2	125.5
	Home sales	113.7	117.4	119.8	121.5	122.2	116.0	120.3	121.1	121.7	121.8	122.1	122.2	122.3	122.7
311 and 312	Steel industries: Total sales	134.4	134.8	141.5	142.7	142.9	134.6	142.1	142.2	143.0	143.1	143.1	142.8	142.8	142.8
	Home sales	133.8	134.7	142.7	143.8	143.7	134.7	143.8	143.9	143.8	143.8	143.7	143.7	143.7	143.7
Orders VII to XII	Engineering and allied industries: Total sales	134.2	137.5	141.2	144.2	146.6	136.6	142.6	143.5	144.2	144.9	146.0	146.7	146.8	148.3
	Home sales	132.0	134.9	138.4	140.5	141.6	134.1	139.5	140.3	140.5	140.8	141.4	141.5	141.8	143.3
Order VII (excluding MLH 342)	Mechanical engineering: Home sales	136.9	140.0	143.4	146.4	147.5	139.0	144.7	145.9	146.3	146.8	147.4	147.5	147.6	148.6
Order IX	Electrical engineering: Home sales	130.1	133.3	134.7	136.0	136.5	133.2	135.0	135.8	135.9	136.2	136.5	136.6	136.5	138.4
Order XIII	Textile industries: Total sales	118.8	120.3	122.3	123.5	123.7	120.0	122.6	123.7	123.3	123.7	124.0	123.4	123.8	124.5
	Home sales	117.8	119.1	120.8	122.4	123.0	118.6	121.6	122.3	122.4	122.6	122.8	122.9	123.3	124.0
Order XV	Clothing and footwear: Home sales	118.8	120.6	121.6	123.2r	124.6	120.1	121.8	122.6	123.1r	123.9r	124.3r	124.5	124.6	125.7
Order XVII	Timber industries: Home sales	134.5	140.2	142.0	145.0	147.0	138.9	142.4	144.4	144.9	145.5	146.5	147.1	147.3	149.0
481 to 484	Paper industries: Home sales	135.4	137.8	139.3r	140.4	141.5	137.1	139.4	140.0	140.5	140.7	141.0	141.6	141.9	142.1
Order XX	New construction‡	135	138	142	142	144		142			142			144	

‡Index of building costs relate to average for the quarter.

Successful British participation at Genoa Boat Show

From the British Consulate General, Genoa

THE British boating industry exhibited in force at the Genoa Boat Show (January 29-February 7) with more than 100 firms and a vast range of boats, instruments, equipment and accessories. The centrepiece of the British participation was a joint stand comprising 15 firms sponsored by the Ship and Boat Builders National Federation and the Department of Trade and Industry.

Nearly all these firms were newcomers to the event and were able to find local agents, while dealer interest in their products was also outstanding. Furthermore, the SBBNF information office was called upon to handle numerous inquiries also in connection with the British boating industry in general.

The Genoa Show, which is now acknowledged as one of the largest and most important in Europe, continues to expand, this year occupying 125,000 square metres and attracting 400,000 visitors of which more than 20 per cent were from the trade. The organisers estimate that business worth some £33 million was transacted at the Show.

Although in recent years Italy has been a difficult market for British power boats, due to strong local competition, those who exhibited this year proved to be particularly competitive. The considerable attention they attracted reflects an increasing appreciation by Italians of the technical essentials of a boat rather than luxury and appearance, particularly now that the clientele is gradually spreading into the lower income groups.

Good business . . .

Norman Fletcher Ltd. sold 25 of their range of five runabouts, while the traditional 'Drascombe' lugger and longboat by Honnor Marine also attracted particular attention. Similarly, Essex Yacht Builders sold their two 'Cleopatra' class motor cruisers and could see further business for the coming season. Shetland Boats were also delighted with the reception of their cabin power boats at highly competitive prices; several boats were sold and the firm anticipate disposing of a further 20 during the next year. 'Skipper' and 'Minisail' sailing dinghies by Richmond Marine attracted great attention, particularly by virtue of their ease of transport, while the agents of Fairline Boats expected early business for their 7½ and 8½ metre luxury power boats.

The 'Dory' range of power boats of Dell Quay Sales Ltd., already firmly established on the Italian market, enjoyed their customary success. Finally, cartop dinghies shown by Pearson Brothers proved exceedingly popular; a local boatyard purchased all exhibits and signed an agreement for manufacture under licence, anticipating considerable business.

The equipment and accessories section of the group stand was similarly well represented by seven firms. Henry Browne created great interest with their miniature 'Seaguide' compass, sextants and clocks, while autopilots, speed indicators, repeater compasses, etc. by Neco Marine were very well received, particularly by discerning inquirers.

Henderson Pumps Ltd. enjoyed similar success with their bilge and galley pumps and welcomed this opportunity of exploring the Italian market. Metal masts were also shown most effectively by Ian Proctor who were thus able to give invaluable support to their local agents and foresaw considerably increased business. Simpson Lawrence exhibited several accessories such as winches, anchors, deck and cabin hardware and were highly satisfied with the attention they attracted, thus paving the way for further expansion of their Italian trade.

Finally, yachting clothing by Henri Lloyd and Peter Storm encountered accustomed popularity with both dealers and users due to particularly impressive designs and quality. Both firms felt that potential business for them in Italy is practically unlimited.

Other successes

This great British success, however, was by no means restricted to the joint stand and other United Kingdom firms or their agents reported similar satisfaction in connection with practically all items including inflatable craft and

(*continued on next page*)

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Visitors' Cards and information may be obtained from: Segreteria Generale Fiera di Milano, Largo Domodossola 1, 20145 Milano (Italy) or from the Milan Fair Representative: Dr. Vittorio Schiazzano, 31 Old Burlington Street, London W1X 2DQ ☎ 01-734 2411.

GENOA BOAT SHOW
continued

life-rafts, lifejackets, fittings, ropes, distress signals, drives, etc. as well as radar and navigational instruments of all types.

Several British boats elsewhere in the Show also attained considerable success. These included a 12-metre motor cruiser by Jack Powles, a large newly designed 12½-metre sail and diesel-powered catamaran by Solaris Marine while a further example was the open 17 ft 'Q 17' Fisherman with jet propulsion, shown by Boat Showrooms of London who claimed as many as 50 craft actually sold plus many inquiries.

The great success of the Show as a whole, particularly during a difficult national economic period, provides a positive indication of the growing importance of the Italian boating market of which, on the evidence of this year's Show, British industry should be able to capture a substantially increased share.

$500,000 order book from US National Boat Show

From the British Trade Development Office, New York

FOR the eighth successive year the British boating industry exhibited successfully, and on a large scale, at the National Boat Show, held at the New York Coliseum from January 22-30. The impressive group exhibit was sponsored by the Ship and Boat Builders National Federation and the Department of Trade and Industry.

The British stand on the fourth floor of the Coliseum has now become a well-known attraction and again drew a large number of interested visitors, including many dealers and other customers. Orders taken at the show amounted to some $500,000 and prospective business resulting from the show should amount to a further $750,000 or more.

Wide publicity about British achievements in boating was aroused by the presence throughout the show of Nicolette Milnes Walker the British yachtswoman who sailed single-handed across the Atlantic last summer. Miss Milnes Walker charmingly manned the British book stall, which was part of the group exhibit and also had many interviews by the press and on radio and television. The media also gave good coverage to a hand-rowed dory race between the British and the Americans in New York Harbour —which the American team won.

Of the 23 firms taking part in the British group exhibit, more than half were boatbuilders and the others were manufacturers and suppliers of components and accessories. All reported having a successful show. Manufacturers of navigational aids and electronic equipment were strongly represented by EMI Marine, Electronic Laboratories (Marine) Ltd. whose new low-priced radar unit attracted much interest (orders for nearly 200 were taken); and by Sharp & Co. and Space Age Electronics Ltd., both of whom introduced new automatic pilots.

Among the newcomers to the British stand were Petters Ltd., who exhibited their range of small diesel engines adapted for marine use. Many of their American visitors, who had not previously considered diesels as power units for smaller boats, were surprised and impressed by Petters' models and the company believe that the United States should offer a promising new market for them.

Debut time . . .

Several new boats were on display on the British stands, including Halmatic's 8:80, a 28 foot seagoing motor sailer, and Thames Marine's Snapdragon 27, a spaciously designed 6-berther with full headroom in the double cabin layout. Showing successfully again in New York were Westerley's Centaur with a redesigned interior and Honnor Marine's Drascombe Lugger and Longboat, for which several orders were received. Richmond Marine Ltd. of Twickenham displayed three sailing boats in their Skipper series, as well as the low-priced Minisail. Dell Quay, whose popular dories are now to be built in the United States reported sales at the show of $35,000, with good prospects of more to come. An almost continuous stream of visitors surrounded the Nantucket Clipper exhibited by Offshore Yachts Ltd., thus reflecting the continuing interest, among American yachtsmen, in classically designed boats.

Five other British manufacturers, or their American subsidiary companies, exhibited independently at the show. Perkins Engines Ltd. had several of their higher-powered marine models on show and Avon Rubber Co. Ltd., who are well-established in the United States market, were present with an extensive display of inflatable craft. Electronic navigation aids and instruments were well represented by Brookes & Gatehouse, Plessey and Decca. Numerous other British products were on show on the stands of their American distributors.

The successful British exhibits, which constituted an important feature of the New York show, demonstrated that the British boating industry has the products and the determination, despite difficulties like rising freight costs and exchange rate changes, to maintain its excellent record in the United States, and is well prepared for the improvement in the American market for boats and equipment which is widely expected in 1972.

ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL (Tel. 01-606 6699). ECGD has 20 local offices in various parts of the United Kingdom, and these are listed from time to time in *Trade and Industry*.

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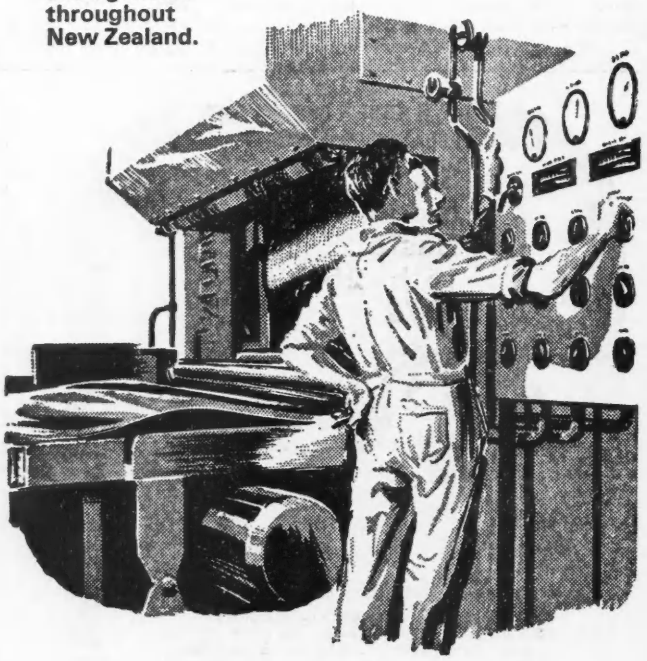

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TRADE INFORMATION

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

United Kingdom aid to developing countries

BANGLADESH: Answering questions in the House of Commons on February 14 on what British Government aid was proposed to Bangladesh and Pakistan, Mr. Richard Wood, Minister of Overseas Development, said: 'The Government intends to offer immediate assistance to the Government of Bangladesh by providing a loan of finance all the outstanding contracts which have been placed with British firms by Bangladesh importers under previous aid loans; and a further loan to take the place of the British loan money allocated to East Pakistan and not yet committed to contracts. The two loans amount to £4.835 million. We are also disbursing our existing loans to Pakistan and a balance of nearly £3 million is still available. We have not yet taken decisions about new assistance for Pakistan. We are already providing £3 million for relief in Bangladesh, and we have now pledged a contribution for 1972 of £700,000 to UNICEF: £100,000 of this is destined for UNICEF operations in Bangladesh.' **CRE (ref. 37226) ext. 2278**

British £3 million credit for Cuba

ECGD BACKS NATIONAL WESTMINSTER AGREEMENT: Cuba will be able to purchase over £3½ million of British capital equipment and associated services over the next 12 months under a £3 million line of credit being made available by National Westminster Bank and guaranteed by the Export Credits Guarantee Department.

Under the credit, Cuban buyers can place orders in the United Kingdom for miscellaneous capital equipment and associated services required for the development of Cuban industries. Finance will be available for 85 per cent of the UK element of any individual contract of a minimum value of £10,000, at a fixed rate of interest of 6½ per cent, repayable over two to five years.

Further information is available from the ECGD (Mr. I. Bonnett, Buyer Credit Division 1, tel: 01-606 6699 ext. 7302) or National Westminster Bank (Mr. R. P. N. Philips, tel. 01-606 1080).

Italy and Romania

A PROTOCOL to the long-term trade agreement between Italy and Romania was signed in Rome on January 15 and covers trade for 1972. Romanian exports to Italy will include food, fuel and other oils, chemicals, fabrics, products of the metallurgical industry, tractors and vehicles. Italian exports to Romania will include food, products of the chemical and metallurgical industry, yarns and fabrics, metallurgical coke, industrial installations, plant and machinery. A full list (in Italian) of the quotas to be exchanged is available on application. **EDB ext. 466/467/482**

Hungary and India

A TRADE protocol between India and Hungary providing for a total trade of Rs55 crores (£29 million) for 1972 was finalised and signed during the recent visit of a Hungarian trade delegation to New Delhi. The protocol provides for Indian exports to Hungary of railway wagons, mild steel tubes and fittings, medicinal and pharmaceutical products, textile machinery, automobile tyres and ancillaries, wire ropes, etc, in addition to traditional items such as jute goods, hides and skins, cotton and woollen textiles, handicraft and handloom products. Hungarian exports to India will include steel, wheel and axles for rolling stock, aluminium billets, various machinery and equipment, and fertilisers. **EDB ext. 466/467/482**

Poland and Czechoslovakia

THE Polish press reports that a trade and payments protocol for 1972 between Poland and Czechoslovakia was signed in Warsaw on November 10, 1971. Under the protocol trade between the two countries in 1972 is expected to increase by 14 per cent. Poland's exports to Czechoslovakia will include Polish Fiat 125P cars, car servicing equipment, machine tools and gliders in return for shoes, furniture, Skoda cars, pharmaceuticals and carpets.

Agreement was also reached on the continuation of Polish deliveries of coal, sulphur and copper in return for Czechoslovak credit for the development of these industries, on the continuation of co-operation in tractor production and building construction and on Czechoslovak deliveries of parts for Polish built ships' engines.

No further information is available. **EDB ext. 466/467/482**

Zambia: second national development plan

IN a notice published in *Trade and Industry*, January 27, page 181, reference was made to Zambia's Second National Development Plan. Copies are now available and may be inspected at the Department of Trade and Industry's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757 ext. 368).

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TARIFF & TRADE NOTICES

European Communities

COMMON AGRICULTURAL AND FISHERIES POLICY: The texts of the following Regulations and proposed regulations which affect the various agricultural and fisheries sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts and draft texts may be seen on application.

General (correction): The *Journal Officiel* No. L34, February 8, 1972, contains a correction to Regulation (CEE) No. 144/72 modifying the countervailing amounts fixed in the agricultural sector following the temporary widening of the margins of fluctuation in the currencies of Member States.

The *Journal Officiel* No. L35, February 9, 1972, contains a correction to Regulation (CEE) No. 17/72 fixing the countervailing amount applicable from January 3, 1972, in the agricultural sector following the temporary widening of the margins of fluctuation in the currencies of Member States, excluding the amounts applicable for goods covered by Regulation (CEE) No. 1059/69.

Fish and fish products: Regulation (CEE) No. 272/72 relates to financing the intervention expenditure in the fisheries sector. (*Journal Officiel* No. L35, February 9, 1972).

Fruit and vegetables: Regulation (CEE) No. 273/72 lays down the general rules related to financing the intervention expenditure on the home market in the fruit and vegetables sector. (*Journal Officiel* No. L35, February 9, 1972).

Cereals and rice: Regulation (CEE) No. 280/72 amends Regulation (CEE) No. 2196/71 derogating from Regulation (CEE) No. 2637/70 in so far as it concerns the period of validity of import certificates for rice originating in and coming from certain distant countries. (*Journal Officiel* No. L35, February 9, 1972).

The *Journal Officiel* No. C13, February 10, 1972, contains the draft text of a proposed regulation modifying in so far as it concerns tariff nomenclature, Regulations (CEE) Nos. 522/70 and 653/71 relating to the systems applicable to processed products with a cereals and rice base originating in the African and Malagasy associated States or Overseas Countries and Territories and also originating in Tanzania, Uganda and Kenya.

Sugar: The *Journal Officiel* No. C13, February 10, 1972, contains the draft texts of two proposed regulations: (1) amending Regulation (CEE) No. 1009/67 setting up a common organisation of the markets in the sugar sector; (2) completing Regulation (CEE) No. 1009/67 setting up a common organisation of the markets in the sugar sector. It should be noted that the texts of the regulations, when finally approved, may differ from the draft texts referred to above. **EDB ext. 7174/408**

IMPORTS FROM NON-MEMBER COUNTRIES: Decision 72/92/CEE authorises Italy to exclude from Community treatment parts and accessories of motor cycles (CCT No. 87.12 A) originating in Japan and freely circulating in the other Member States. (*Journal Officiel* No. L33, February 7, 1972) **EDB ext. 7174/408**

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The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

France

GLOBAL QUOTAS FOR IMPORTS OF FROZEN MUTTON: The French *Journal Officiel* of February 8 announced the opening of a quota for the importation of frozen mutton (tariff no. 02.01A ex IV) originating from all countries other than member countries of the EEC. Import certificates will be granted by the Fonds d'orientation et de regularisation des marchés agricoles (FORMA), 2 rue Saint Charles, Paris 15e, and will be reserved for importers of mutton who have contracts with FORMA. Licences will be valid until December 31, 1972, and will be stamped accordingly by the Direction générale des douanes et droits indirects (division E). The FORMA certificates will state the period of validity for use. **EDB ext. 423/408/288**

Copies of the French text can be sent on request or seen at Export House.

Spain

IMPORT REGULATIONS: The Spanish *State Gazette* of February 1, published a resolution from the Directorate General of Health restricting the use of hexachlorophene in cosmetics, bactericides and other products. The maximum tolerances permitted, providing the products are used externally, are 0.75 per cent as a bactericidal, and 0.1 per cent as a preservative. [No cosmetics or health products may be manufactured, imported or sold in Spain unless they have been previously approved by and registered with the Spanish health authorities.]

ADDITIONAL ITEM TO GATT RATES 1972: The Spanish State Gazette of 21 January announced the following addition to the final list of GATT rates for 1972 recently published:

Tariff heading	Description	Import duty
73.15.G.9	Wires, etc., of a cross-section of 5 mm. or more	22.5%

EDB 462, 471, 472, 473

CUSTOMS TARIFF MODIFICATIONS: The Spanish *State Gazette* of February 7 announced modifications to the Spanish customs tariff which affects tariff heading 73.13.D.1, sheets and plates of iron or steel, hot rolled or cold rolled; not further worked than hot-rolled whether or not pickled, of any thickness: 13 per cent plus 1,600 Pesetas per ton. This heading will carry the following asterisk note.

* The additional duty established for this heading will not be applied to square or rectangular sheets and plates of less than 10 mm. thickness and less than 2,000 mm. width.

HOME COMPENSATION TAX INCREASE—Chapters 84 and 85: The Spanish *State Gazette* of February 7 announced changes of rates of Home Compensation Tax Levy for Chapters 84 and 85 towards unification at 12 per cent except certain subheadings, effective from February 10, 1972. In effect this means an increase of 1 per cent on previous rates of 11 per cent or less, but leaves tariff heading 85.23 unchanged at 14 per cent.

ANTI-DUMPING DUTIES REVOKED—POLYETHYLENE: Notice was given in *Trade and Industry*, August 19, 1971, of supplementary anti-dumping duties imposed on high and low denstiy polyethylene. The measure has now been revoked with effect from January 1, 1972. **EDB ext. 462/471/472/473**

Jordan

CERTIFICATES OF ORIGIN: Separate certificates of origin are now required for all goods imported into Jordan. Provided that the origin of any particular consignment has been clearly stated on a commercial invoice which has been certified by a Chamber of Commerce and endorsed by the Jordanian Embassy, the certificate of origin need not be certified and/or endorsed. **EDB ext. 420/475**

Kenya

IMPORT LICENSING REGULATION: The Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 3) Order, 1972, published in the *Kenya Gazette Supplement*, amends, with effect from January 30, the First Schedule to the Imports, Exports and Essential Supplies (Imports) Order, 1968 (published in the *Board of Trade Journal*, December 13, 1968) to the following extent: (a) by deleting items: 629 1 0 2 bicycle tyres and 629 1 0 6 bicycle tubes; and (b) by inserting 629 1 0 2 bicycle tyres (all sizes), and 629 1 0 6 bicycle tubes of sizes 26 in. × 1¼ in., 26 in. × 1⅜ in., 26 in. × 1¾ in. and 28 in. × 1¼ in. **EDB ext. 471/472/473/462**

ENTRY PERMITS: Legal Notices Nos. 1 and 2 of 1972 published in the *Kenya Gazette* Supplement on January 7 gives notice that under the Immigration Act, certain non-citizens of Kenya employed by specified limited companies and categories of employees in the wholesale and retail distributive trades must apply for entry permits and dependants passes with immediate effect. The schedules containing the names of the firms and categories of trades affected may be obtained on request (ref. CRE 22485). **CRE ext. 2226**

Malawi

COMPANIES (AMENDMENT) ACT, No. 31 of 1971: The Act, published in Malawi on January 7, 1972, came into force on February 1.

The main changes affecting *locally incorporated* companies are: (a) the majority of the directors shall be resident in Malawi, and at least three directors shall be so resident; and (b) The secretary of the company shall be resident in Malawi.

The main changes affecting *external companies* are: (a) all external companies have to be re-registered by July 31, 1972; (b) the branch must have a 'local' board of directors (not fewer than three or more than nine) of which the majority shall be resident in Malawi and at least three directors shall be so resident: the number of 'local' directors may not be changed from that initially registered ('local directors' are persons authorised to conduct and manage the business in Malawi but need not be Malawians); (c) the books of account relating to the Malawi business shall be kept in Malawi; and (d) the company shall prepare, have locally audited, and file with the Registrar a balance sheet and profit and loss account in respect of its Malawi operations.

Copies of the Act available on request (ref. CRE 37144).

CRE ext. 2226

Ghana

IMPORT LICENSING: Notice to Importers No. 387—Guide to Importers: Specific Import Licensing Procedures for 1972—was published in the Ghana *Commercial and Industrial Bulletin* of February 7 and gives the list of items requiring specific import licences. All applications must be submitted in duplicate not later than February 29. Applications submitted in 1971 for 1972 licences are cancelled. **EDB ext. 471/472/473**

Thailand

IMPORTATION OF REED AND PLASTIC MATS: The Government of Thailand has announced that with effect from January 18 no reed-mats, plastic mats or other similar products will be permitted to be imported into Thailand without a permit from the Ministry of Economic Affairs.

IMPORT TARIFFS: The Government of Thailand has announced that with effect from February 1, customs duties on items falling within Thai Tariff Nos. 02.01, 04.04, 22.05 and 22.06, have been revised. Details of the new rates are as follows:

Item Nos

02.01, Meat and edible offal of the animals falling within heading No. 01.01, 01.02, 01.03 or 01.04, fresh, chilled or frozen

(a) Mutton, 30%

(b) Other, 60%

04.04, Cheese and Curd, 40% or 10.00 Baht per kilo (whichever is the higher)

22.05, Wine of fresh grapes, grape must with fermentation arrested by the addition of alcohol, 60% or 20.00 Baht per Litre (whichever is the higher)

22.06, Vermouths, and other wines of fresh grapes flavoured with aromatic extracts, 60% or 20.00 Baht per Litre (whichever is the higher).

IMPORTATION OF GUNNY BAGS: The Government of Thailand has announced that with effect from January 25, no empty gunny bags or other bags made of jute may be imported into Thailand without a permit from the Ministry of Economic Affairs.

IMPORT DUTIES: The Government of Thailand has announced that with effect from January 25, the customs duty on second-hand gunny bags has been reduced.

Details of the reduction are as follows: Item No 62.03 (on the Thai tariff list); Second-hand gunny bags: reduced from 5 per cent or 2.50 Baht per kilo (whichever is higher) to 0.5 per cent or 0.25 Baht per kilo (whichever is higher). **EDB ext. 491/468/469**

New Zealand

WAGE AND PRICE FREEZE: It was announced on February 14 by the New Zealand authorities that the following measures will be taken to deal with inflation: price freeze to March 31; wage and salary pause for same period; no increase in rail or postal charges before end of 1972-3 financial year; stabilisation of price of sugar and abolition of revenue duty of 0.833 cents per pound on sugar; and stabilisation of price of butter without affecting farmers' receipts. These measures are broadly similar to those which were in force from November 1970 to February 1971 (see *Trade and Industry*, December 2, 1970, page 411, and March 3, 1971, page 499). The New Zealand Government expect to announce their legislation proposals before March 31, 1972. (ref. CRE 31501).

(continued on page 339)

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NEW ZEALAND
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TARIFF AND DEVELOPMENT BOARD REPORTS: Elimination of Margins: Copies of the following New Zealand Tariff and Development Board reports have been received and are available from Commercial Relations and Exports Division:

Tariff No.	Description
42.02.01 42.02.02 42.02.09 43.03.04	Travel goods
Various	Various—for details see *Trade and Industry* December 2, 1970, Pages 409-411

(ref. CRE 26547)

ADDITION TO SCHEDULE A OF NAFTA: Copies of the following New Zealand Tariff and Development Board report have been received and are available from Commercial Relations and Exports Division:

Tariff no.	Description
68.01.00 68.02.02 68.02.19	Road and paving setts etc. of natural stone etc.

(ref. CRE 16678/3).

EMERGENCY PROTECTION AUTHORITY REPORT: Copies of the following New Zealand Emergency Protection Authority report have been received and are available from Commercial Relations and Exports Division.

Tariff no.	Description
25.01.03	Salt, not iodised; pure sodium chloride

Ref. CRE 3062/71 **CRE ext. 2321**

Australia

TARIFF CHANGES: As a result of Australian Tariff Board inquiries, changes have been made, or are proposed, in the Customs Tariff affecting the rates of duty on the following goods: (1) mining, metallurgical, etc., machinery; (2) steam engines, boilers and power units; (3) yeast; and (4) tetraethyl-lead, tetramethyl-lead and anti-knock preparations. Full details will be published as soon as possible; in the meantime, brief details are available. **EDB ext. 401/468/469**

South Korea

IMPORT REGULATIONS: The Government of Korea has announced an amendment to the Sales Prohibition Law of Specially Designated Foreign Goods. Wines, spirits and soft drinks have been removed from the designated list and may now be freely sold to Koreans as well as to foreigners. Imports of such goods will be handled exclusively by: Korea Tourist Bureau, 4th Floor, Bando Arcade, 180, l-ga, Eulji-ro, Jung-gu, Seoul. **EDB ext. 475/420**

IMPORTATION OF FISHING VESSELS: The Government of the Republic of Korea has announced new regulations governing the issue of permits for the import of fishing vessels falling under BTN item. 89.01. The regulations were effective as from January 15 and are concerned with setting parameters for the age and size of such vessels, replacement of obsolete vessels, expansion of existing fleets and permits for vessels not built in Korea, for importation into Korea.
EDB ext. 475/420

Peru

IMPORT LICENCES: Decree Law 19271 of January 25 lists a large number of products whose importation will now require the prior authorisation of the Ministry of Agriculture or the Ministry of Industry and Commerce. Details of tariff numbers affected are available. **EDB ext. 474/476/7312**

LICENCES FOR ELECTRIC MOTORS: Peruvian Supreme Decree No. 016-72-EF of January 25 declares that electric motors covered by the following tariff numbers shall require prior authorisation from the Director General of Industries in the Ministry of Industry and Commerce before they can be imported: 85.01.2, AC monophase induction motors from ⅛ hp to 3 hp and over; 85.01.3, AC triphase asynchronous induction motors all sizes.
EDB ext. 474/476/7312

PROHIBITIONS: A Peruvian decree was published in *El Peruano* of February 10, prohibiting imports of the following products: cheese, fruit, wine, vermouth, beer, cider, cane and grape alcohols (not whisky), cigars, stationery products, baby prams, toys and pipes. Peruvian importers had a 10-day grace period from publication of the decree within which to ship prohibited goods. After February 20 Peruvian Consulates will not provide consular invoicing for prohibited items, although in cases where irrevocable letters of credit have been opened, or similar arrangements made, importation will be permitted. **EDB ext. 474/476/7312**

Mexico

TARIFF AMENDMENTS: Amendments have been made to the Mexican Customs Tariff affecting subheadings falling within the following Brussels Nomenclature headings:

02.01 25.13 27.11 28.28 28.30 29.01 29.11 29.13-14 29.16 29.21-23 29.25 29.29 29.31 29.34-36 29.39 29.41 29.45 30.03 32.09 37.05 38.11 38.13 38.19 39.01-03 39.07 40.06 40.12 40.14 48.01 48.07 48.15 48.21 51.01 51.04 59.09 63.02 70.20 71.02 73.13 73.15 73.18 73.29 73.32 73.36 73.38 73.40 74.15 76.02 76.15-16 82.01 82.13 84.01 84.10-11 84.16-18 84.23 84.25 84.40 84.44 84.54 84.59-63 84.65 85.06 85.08 85.12 85.14 85.17 85.19 85.22 85.26 87.06 87.13-14 89.01 90.03 90.11-12 90.16 90.20-29 92.11-13 96.02 97.03 97.04 97.06-07 98.03 98.11 98.16.

British exporters with inquiries about this notice should specify the products in which they are interested.
EDB ext. 474/476/7312

Brazil

MINIMUM VALUES ON WINES: Brazilian Customs Policy Council Resolution No. 1206 fixes a minimum value of US$5.00 per box of 12 bottles of 0.75 litres, for the calculation of the import duty on wines, other than Madeira, Port and sparkling wines (headings 22.05.01.99, 22.05.02.99 and 22.05.99.00 of the Brazilian tariff). **EDB ext. 474/476/7312**

Panama

FELT REMOVED FROM RESTRICTED LIST: Quota restrictions on the import of woollen felt into Panama have been removed.
EDB ext. 474/476/7312

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Export Publicity for Industry

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TB (0632 27575—Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, LS1 4JG (0532 38232—Telex EconPlan 55472—message to be prefixed for COI).

NORTH MIDLAND: Mr. T. Cooban, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121—Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge, CB2 2DF (0223 58911—Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371—Telex 915444).

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MIDLAND: Mr. D. C. Boyd, Five Ways House, Islington Row, Birmingham 15 (021 643 8191—Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Buildings, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111—Telex 667830).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501) District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670—Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 63011).

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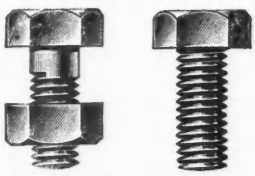

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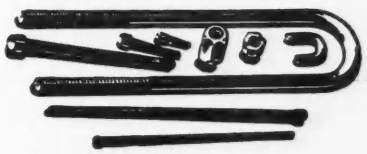

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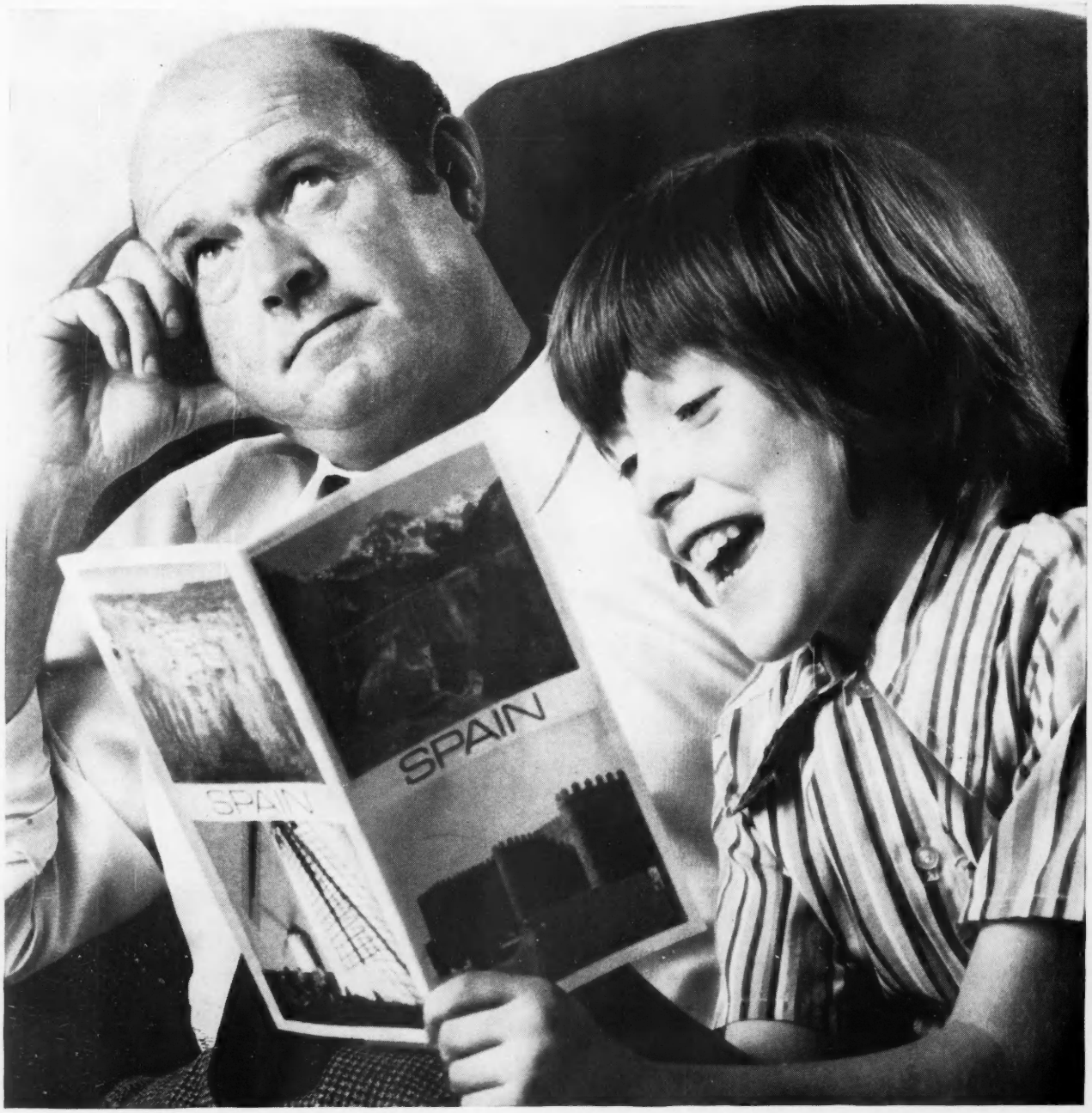

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